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ANNUAL CONVENTION OF ILLINOIS GRAIN DEALERS' ASSOCIATION

THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, MAY 15, 1915.

No. 11.

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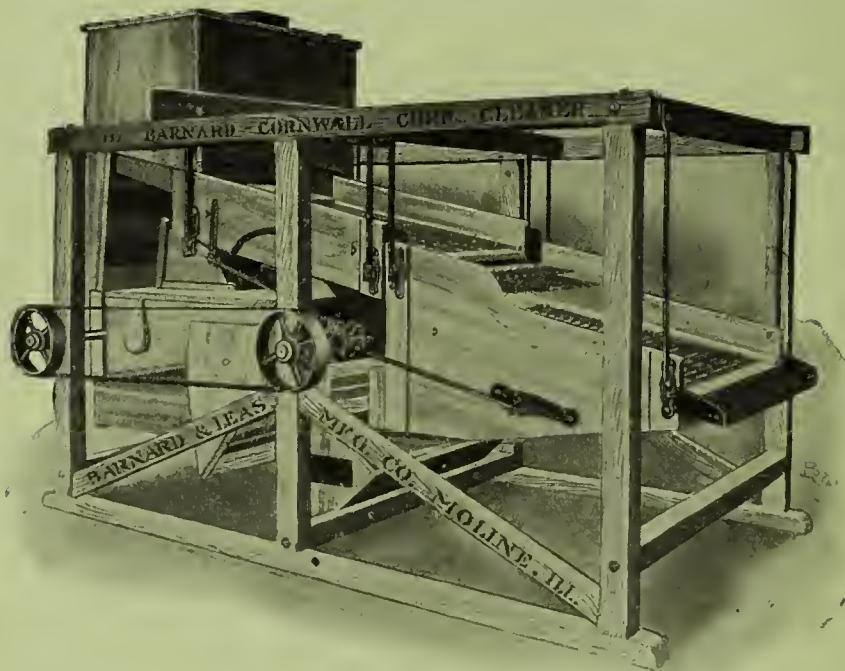
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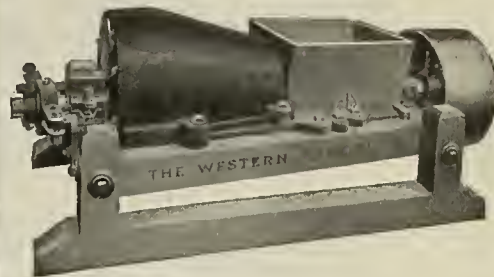
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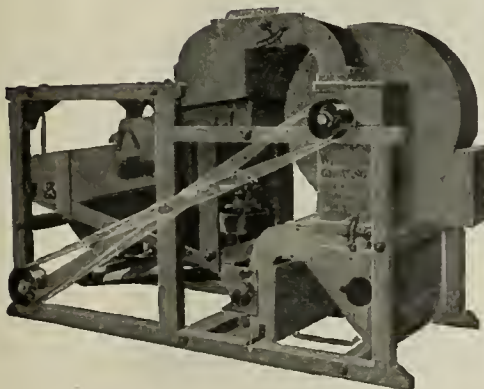
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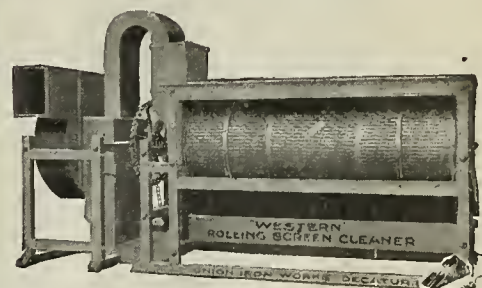
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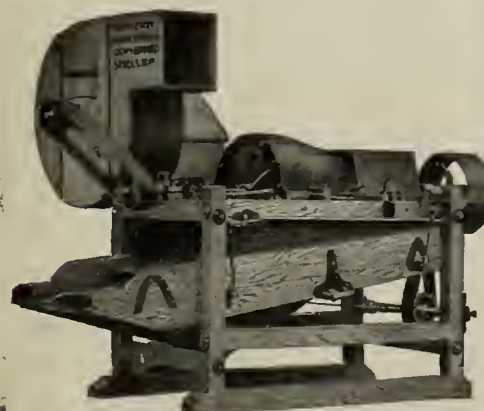
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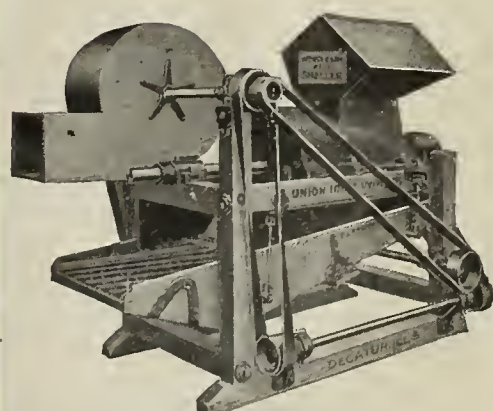
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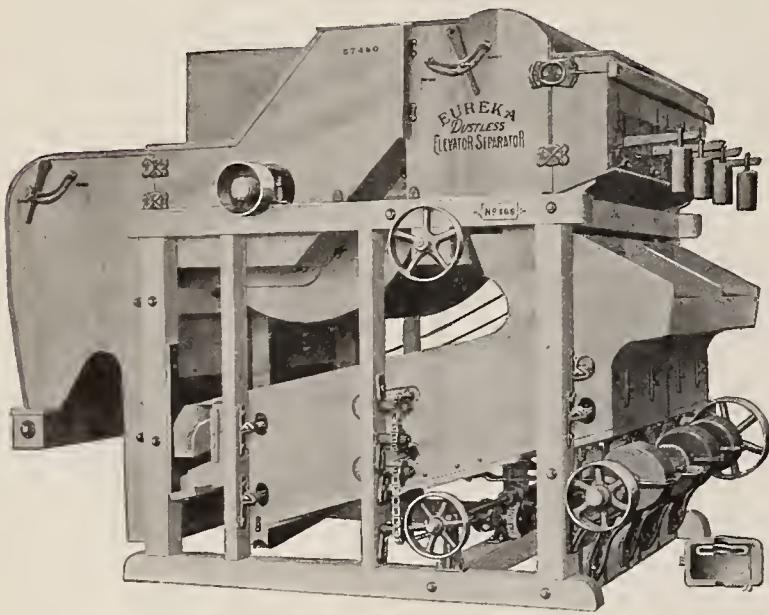
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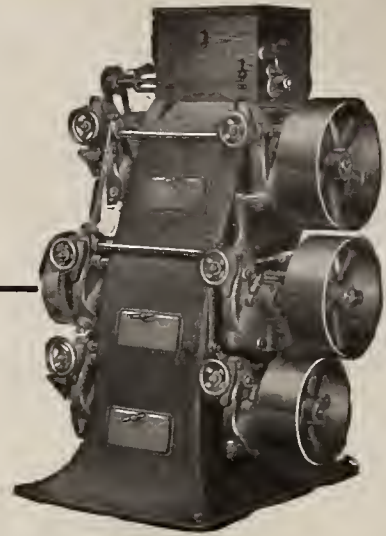
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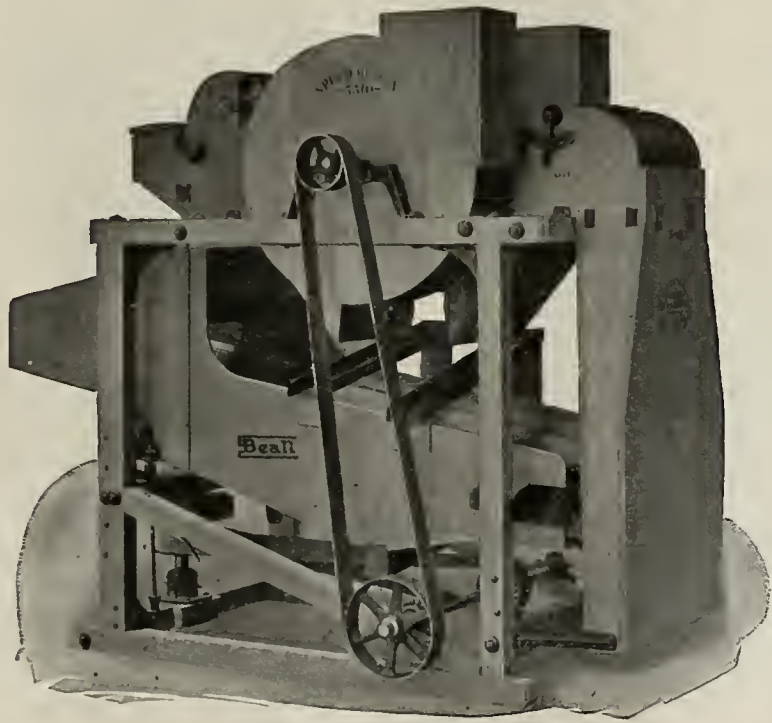
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Grain cleaned with a

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New Rotating Warehouse and Elevator Separator

raises its grade making it comply in every respect with the Federal grain grades.

The new Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

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Yours truly,
KASER CO-OPERATIVE CO.
By A. J. Hildebrant, Mgr.

From Lenox, Ia., we hear—

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Gentlemen:

The Beall Rotating Warehouse and Elevator Separator we bought of you has given entire satisfaction. Our machine has never given us one minute's trouble since we had it and can truly recommend it to anyone who wants a good separator that is easy to run with no vibration.

Yours truly,
S. E. WAINWRIGHT.

From Versailles, Ohio, we hear

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Gentlemen:

I installed one of your No. 5 Beall Rotating Corn, Oats and Wheat Cleaners in my elevator in 1906 and have used same continuously, and after **EIGHT** years of splendid service it is doing its work as thorough as when installed. From an economical standpoint I doubt if it has an equal, as all the repairs placed upon it in that time of service was a new screen put in this fall, which cost about \$1.00. I can recommend the Beall to the most critical purchaser.

Respectfully yours,
W. C. HILE.

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Gentlemen:

The No. 5 Beall Rotating Separator we bought of you has given us entire satisfaction, no matter how dirty wheat or corn is we can clean it perfectly once over. And oats, you can take out just the dust and straw, or if you like, all the light oats and make them perfectly clean. This separator will clean full capacity 750 bushels per hour and not tail over the sieves. It requires very little power and makes scarcely any noise when running. The machine suits us all O. K.

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But Don't Let It Settle All
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It's a Dangerous Explosive

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Cyclone Dust Collector

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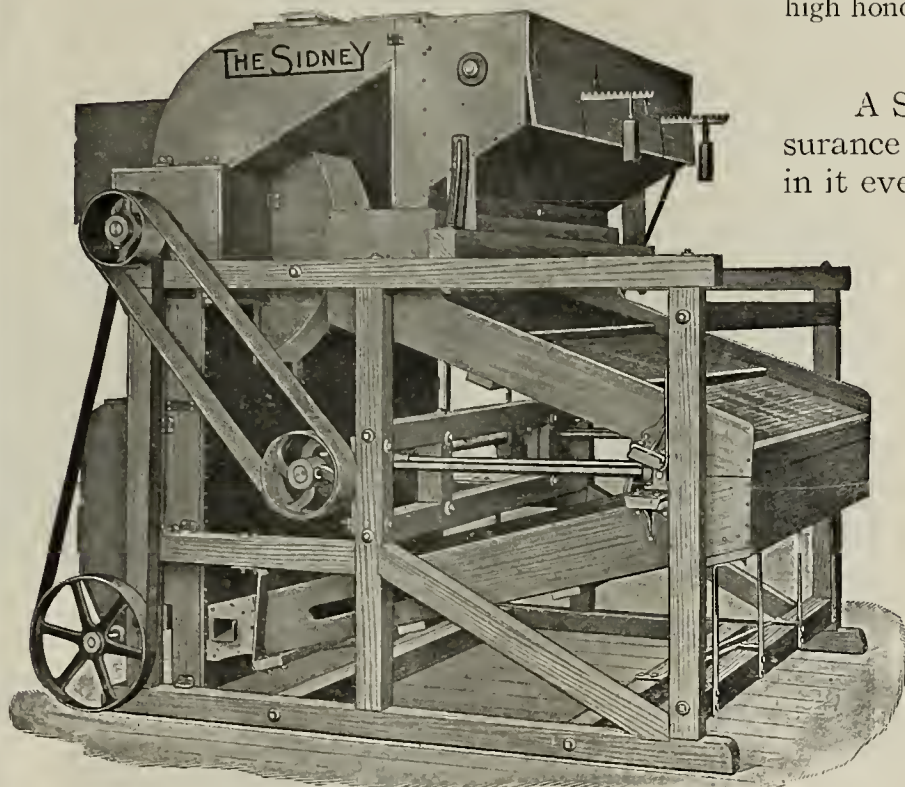
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Gentlemen: The oats screens received and work fine for cleaning oats for seed, and as a corn and wheat cleaner, I really believe your double shoe corn grain cleaner cannot be equaled. Cleveland Grain Co., of Cleveland, Ohio and F. Baughman of the Buckeye Grain & Milling Co., Columbus, have given my corn high honors for cleanliness.

Yours truly,
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BUILT IN FIVE SIZES

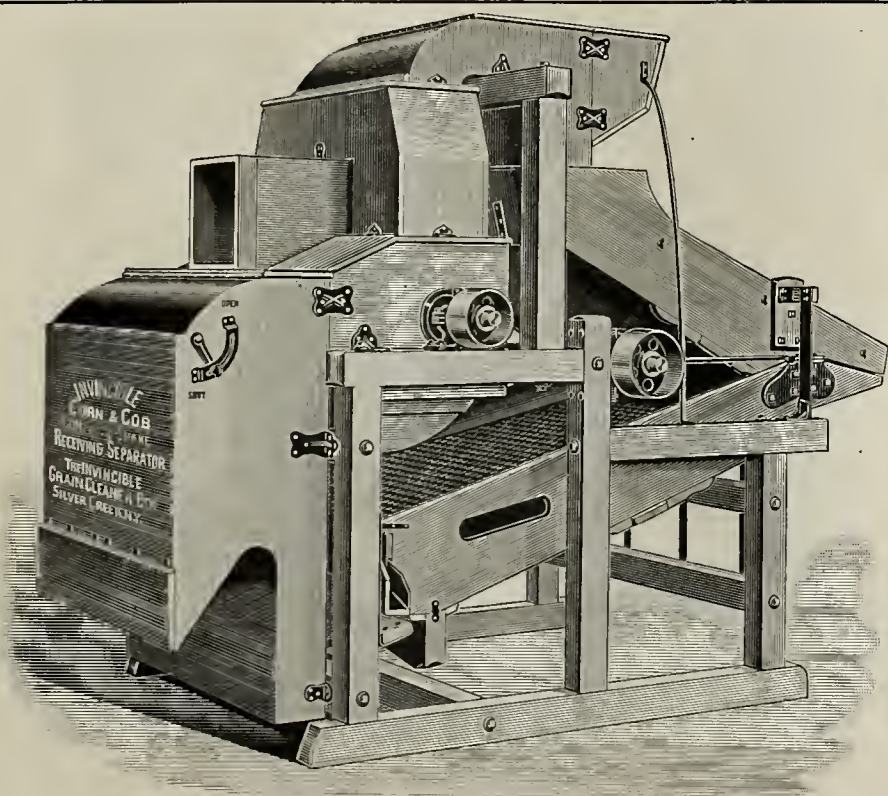
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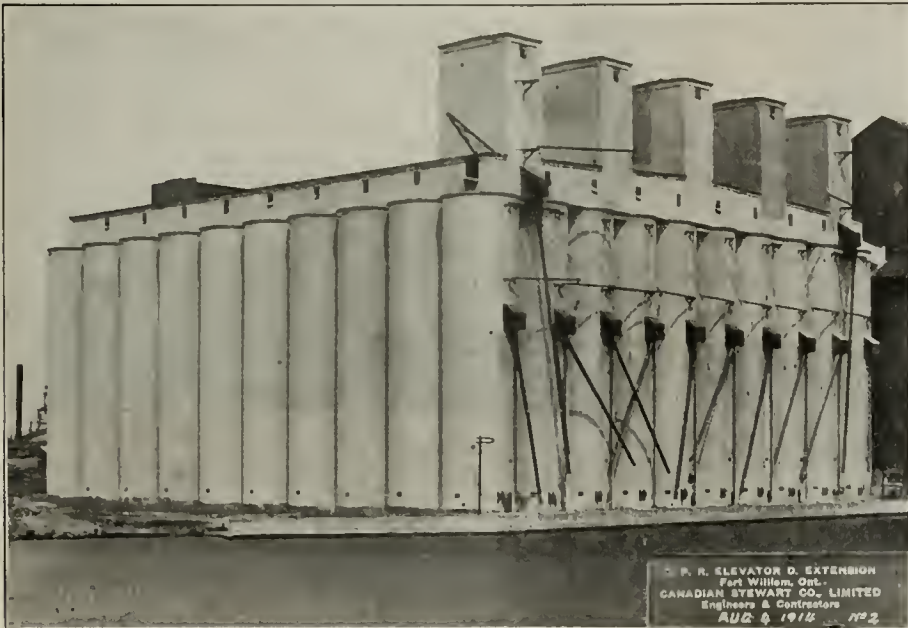
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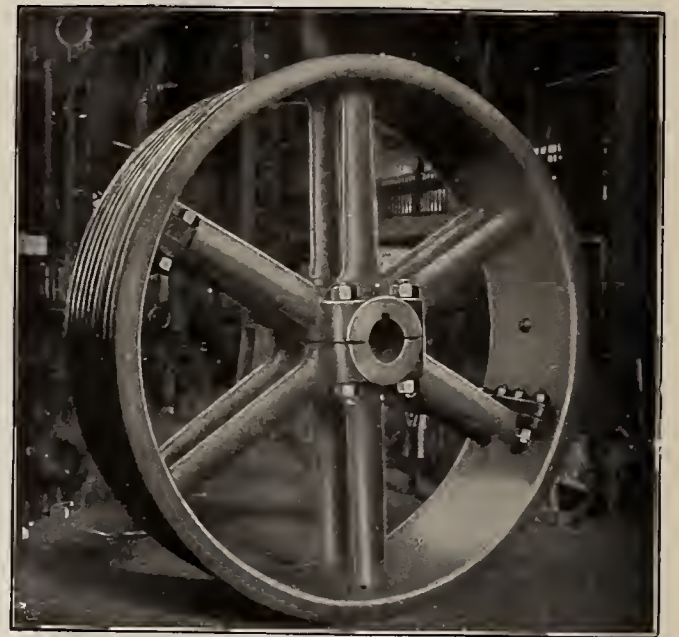
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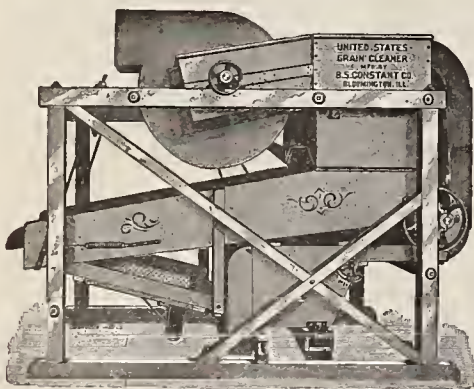
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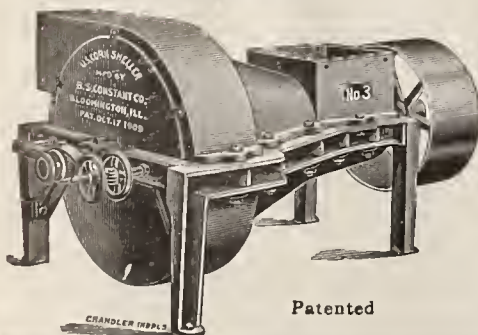
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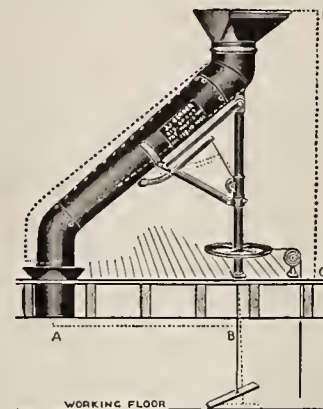
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will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world-wide reputation.

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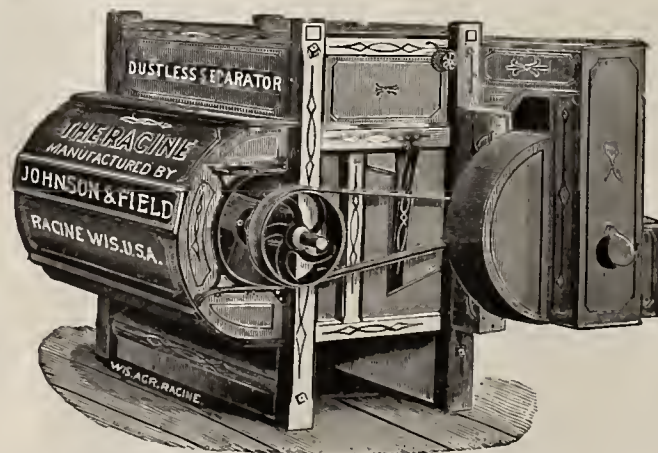


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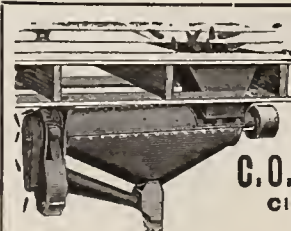
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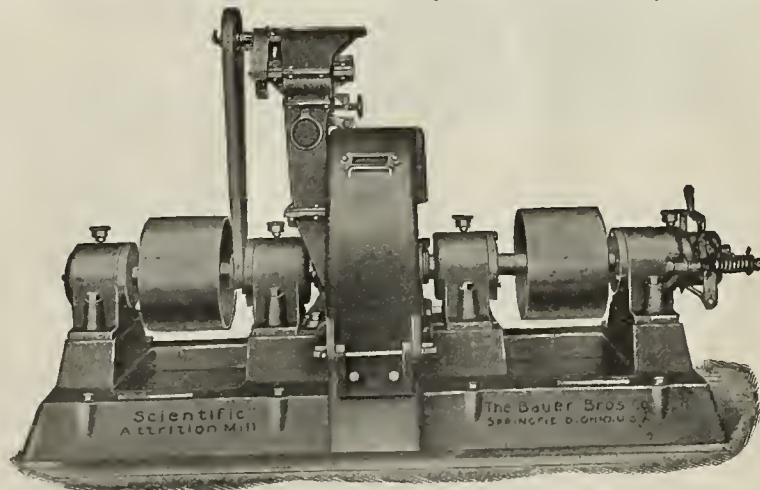
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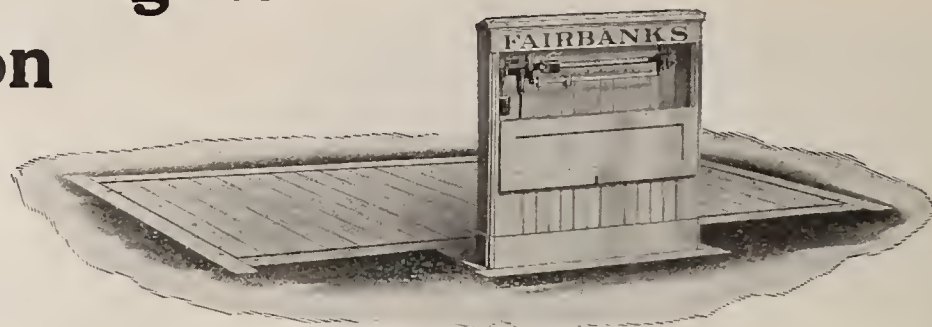


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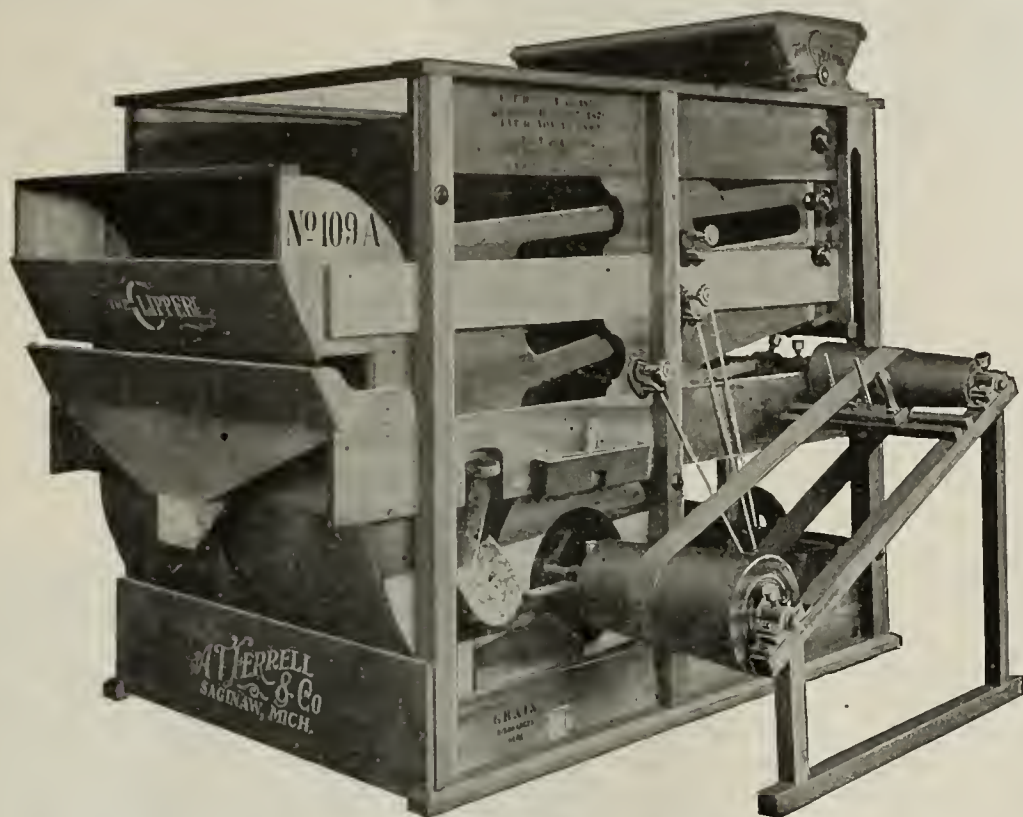
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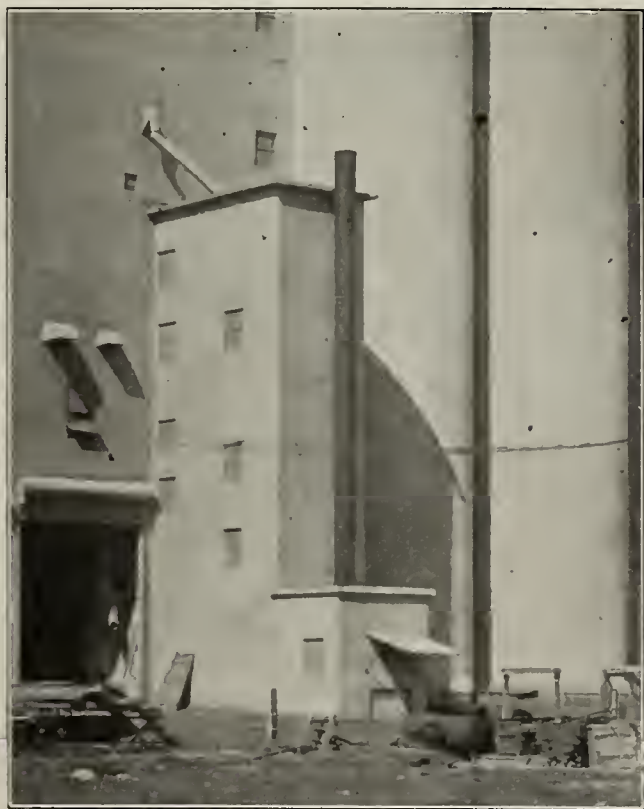
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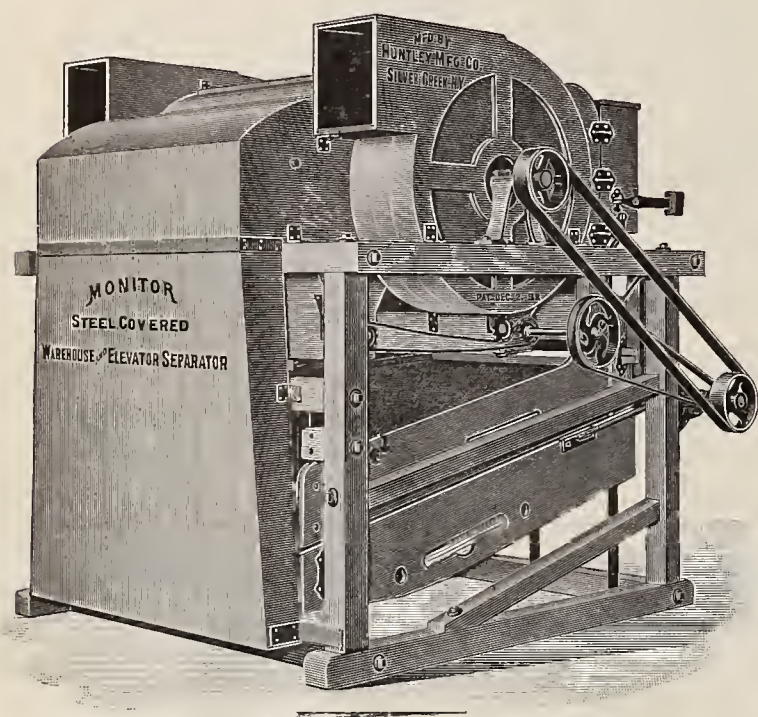
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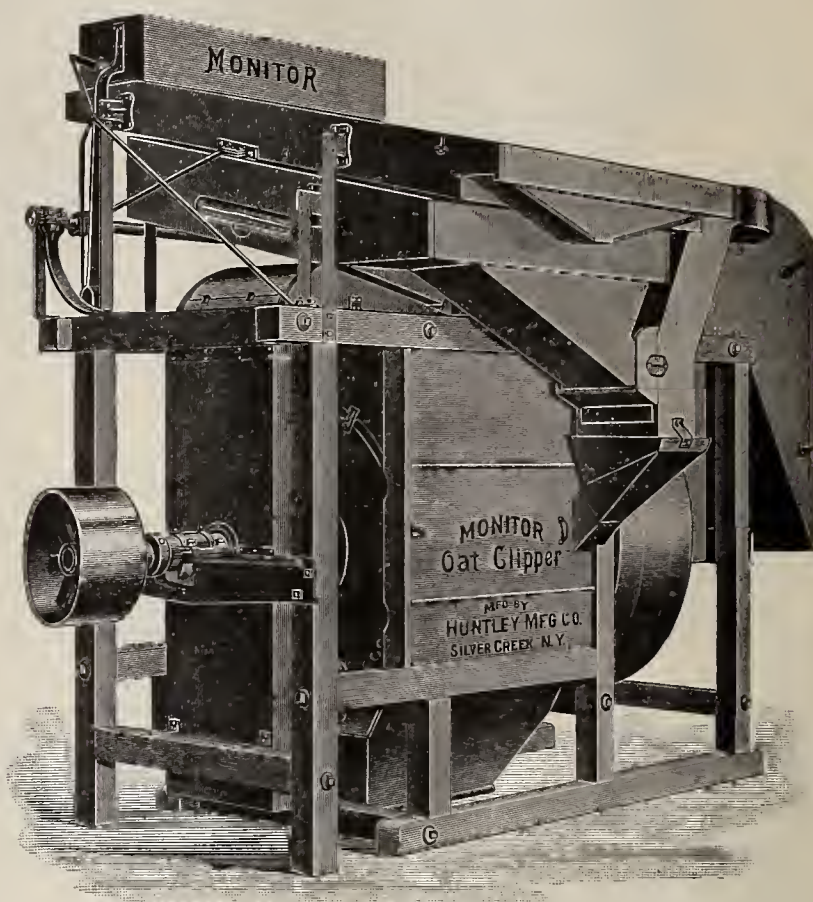
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VOL. XXXIII.

CHICAGO, ILLINOIS, MAY 15, 1915.

No. 11.

Expert Advice for Prospective Owners of Small Elevators

First Public Announcement of a New Federal Undertaking—Problems of Construction, Equipment and Operation May Be Referred to Experienced Government Officials—Will Supplement but Not Interfere with Data Furnished by Elevator Construction Companies

By WALDON FAWCETT

Washington Correspondent of the "American Grain Trade"

THERE are indications of a boom in elevator building in certain extensive sections of the United States where elevators have heretofore been comparatively few in number and Uncle Sam is rising to the occasion to the extent of advising the grain men who are confronted with the problems of elevator construction, equipment and operation for the first time. Dr. J. W. T. Duvel, head of the Office of Grain Standardization of the U. S. Department of Agriculture, is giving personal

attention to the general supervision of this latest Federal undertaking in behalf of the grain trade interests and he has detailed C. A. Russell—for some time past in charge of the Grain Standardization Laboratory at Decatur, Ill.—to conduct the field investigation.

It is something of an innovation for the national government to concern itself, as it is in this instance, with the practical side of elevator construction and administration, but the step has been taken

in response to innumerable appeals which have been made personally and by letter to the Department during the past few months. In a sense, too, the development may be traced to current conditions in the grain trade, brought about in part by the influences of the European war, as for example, the inclination of many American farmers to raise in future more grain than formerly.

In the new role of advisory elevator expert, Uncle Sam will concern himself solely with the small



A REPRESENTATIVE GROUP OF SMALL COUNTRY ELEVATORS
Owners of These and Similar Houses Will Now Have the Benefit of Advice from Federal Experts.

elevator. The officials at Washington fully realize that the man or firm that contemplates the erection of an elevator of, say, 250,000 bushels capacity, does not need to be told anything about technical details. Such an interest knows what it wants and knows how to go about getting it. Recent correspondence to the Department, however, has disclosed the fact that there are great numbers of men in the country who are just now turning over in their minds the elevator proposition who, confessedly, do not know what they want and who are anxious to have the government lend them a helping hand in getting started in elevator operations.

When it is explained whence come these inquiries for "first aid" the experienced men in the elevator industry will better understand what might appear at first blush a rather mystifying lack of knowledge. This new curiosity as to the how and why of elevator construction is manifesting itself principally on the Pacific Coast and in the South. Local conditions in each quarter explain the sudden activity. In the South the farmers who have for generations restricted their energies to cotton growing are, after

engage in grain storage on a small scale. The big commercial interests naturally go direct to the elevator constructors and outfitters but many of the small firms that are writing to the Department obviously do not know what they want. They intimate a hesitancy to ask for professional service for this very reason. They do not know what elevator capacity would be best suited to their needs; they are in doubt what form of construction is best adapted to their respective localities; and they are likewise at a loss as to what equipment they should demand. It is to disinterestedly serve these newcomers in the elevator business that the officials of the Office of Grain Standardization are planning the publication early this summer of a handbook or manual designed as a guide to the man just embarking in the elevator business. The officials are frank to say that the publication will probably appear very elementary to practical, experienced men in the elevator field but an avalanche of letters that has been pouring into Washington for some months past is conclusive proof that there is need for some such primer on the part of beginners in business.

nection with his undertakings. So anxious are the Federal officials to be strictly impartial in their advisory work that it has about been decided that no illustrations of equipment will be embodied in the forthcoming work lest it appear that the government was endorsing the products of certain manufacturers. Standard equipment for elevators will be described for the benefit of men who are ambitious to own elevators but there will be no exploitation of patented models, etc.

Work is being rushed upon this task with the idea of placing the information in the hands of the men who have asked for it in time to permit of the completion of elevators in season to take care of this year's crops. At this writing, Mr. Russell is making an extended trip through the South in order to familiarize himself with the needs of the Southerners who are apparently most eager for elevator facilities. He has already done much "field work" on this proposition in the West and Middle West and long experience in the grain belt has made him thoroughly familiar with approved country elevator practice in the regions where the small country elevator has been most highly developed.

Dr. Duvel and his associate officials in Uncle Sam's "grain annex" are all, confessedly, strong believers in the merits of the concrete elevator, but whereas both concrete and wood elevators will be described in the forthcoming bulletin it is admitted that considerations of cost and capacity will probably induce a preference for wood elevators on the part of most of the interests that have appealed to the Federal government for hints as to how to proceed. In the information to be given out from the Department there will be incidental reference to elevators ranging up to 100,000 bushels capacity, but generally speaking this presentation will take no account of elevators exceeding 60,000 bushels and is intended for the guidance of interests that contemplate the provision of elevators averaging 30,000 to 40,000 bushels capacity, whereas in not a few instances the questions answered are those that present themselves to the man who has in mind an elevator of considerably less than 10,000 tons capacity,—storage bins rather than a full-fledged elevator.

The relative cheapness of wood in the new elevator districts in the South and on the Pacific Coast also supplies a potent argument for this class of construction. Federal officials were loath, at first, to credit the reports that lumber well suited to elevator construction can be obtained in certain sections of the South at \$10 per thousand feet but a first-hand investigation disclosed the fact that not only was this the case but a quotation of \$9 per thousand has been made in some localities.

Speaking of the use of wood in elevator construction it may be noted that another branch of the U. S. Department of Agriculture, namely the U. S. Forest Service, is now bestowing considerable attention upon this subject. The Office of Industrial Investigations covering the wood using industries is now conducting a country-wide investigation designed to disclose not merely the varieties of wood preferred for elevator construction but likewise the materials used for the wooden parts of grain elevator machinery and portable grain elevators and wagon dumps. How extensive is this latter section of the industry may be surmised from the fact that in Illinois alone sixteen manufacturers, all located outside of Chicago, used last year more than 30,000,000 feet of lumber costing approximately \$1,000,000. Cypress and yellow pine are the two leading kinds of wood employed in this class of elevator operations, though various other woods, including the rare black oak, are used to some extent. Advocates of the wooden elevator are looking forward with no little interest to the activity in elevator building in the South inasmuch as it is felt that the abundance of cypress and other favorable materials in this territory should result in the evolution of ideal wood elevators at moderate expense.

It is the expectation at the Department of Agriculture that the investigation will be a permanent activity and that there will gradually be accumulated a mass of detailed information which will be at the service of the entire grain trade.



Photograph taken especially for the "American Grain Trade."

C. A. RUSSELL AND DR. J. W. T. DUVEL CONFERRING WITH REFERENCE TO THE LATEST UNDERTAKING OF THE U. S. DEPT. OF AGRICULTURE

years of agitation (helped by the object lesson of this last year's slump in cotton), finally coming around to the idea of more diversified farming. They are turning their attention to corn and wheat and oats and once this new line of endeavor has been entered upon they have awakened to the necessity of providing proper storage facilities.

On the Pacific Coast grain growing is, of course, no newly established activity and yet the Pacific Coast interests have, in many instances, found themselves as much at sea when latterly they came to take up the elevator proposition as have their Southern brethren who have had no hand in cereal production. The secret of the Pacific Coast situation lies, of course, in the circumstance that until a comparatively recent date all grain grown in this territory was sacked—a form of handling required by transportation and other conditions—and there was little need of elevators. Now, however, with the Panama Canal revolutionizing the conditions of grain transportation from the West Coast, there is opportunity for elevator storage and, as our readers are aware, several large elevators are already under construction or projected at Pacific ports.

From both of these sections where the elevator industry is taking root countless inquiries have reached the Department of Agriculture, these inquiries coming, of course, from men who wish to

As a matter of fact the Federal officials were not at all anxious to take up this work at a time when they have numerous other duties but after making a thorough search they were unable to find in any other form the information that would serve the needs of their correspondents. The only alternative appeared to be to refer novices to professional elevator constructors and this appeared scarcely just to the new recruits in the elevator business nor yet to the architects and engineers who must needs know what an elevator man requires ere they can meet his demands.

In making, through the "American Grain Trade," the first announcement of this present undertaking, Dr. Duvel made it very clear that it is not the desire nor intention of his office to in any sense poach upon the preserves of the men whose business it is to design and construct elevators. Whatever publications will be made on the subject will not embody detailed architectural plans or other material designed to induce a prospect to attempt to erect his own elevator but will merely present the general, fundamental information that is necessary as a foundation for any elevator project. In short, as Dr. Duvel explained it, the purpose of the governmental primer in elevator practice will simply be to qualify an elevator prospect to talk intelligently to the men with whom he will have dealings in con-

Grain from South Africa

Cape Colony and Her Products—The Future Prospect for the Great Table Lands—Possibilities in Wells and Irrigation—How Grain is Handled for Export

By J. M. CUMMINGS

GRAIN from South Africa! How little we know of this corner of the world, and how seldom we hear of its industries. Cape Colony, officially termed "Province of the Cape of Good Hope," has been British since 1806. Its name was derived from the promontory at its southwest corner, discovered in 1488 by the Portuguese navigator Diaz, and near which the original Dutch settlement was made in 1652.

Although for over a century now this fertile land has belonged to the British Empire, its agriculture has been negligible. For years the principal imports of South Africa were foodstuffs. Even in the heart of the agricultural country imported food was eaten. It was cheaper in many districts to buy imported flour than to grow corn. Of recent years, however, modern machinery, the enterprise of the English settlers, and perhaps more harmony between them and the Dutch, have made the agricultural pursuits of increasing importance.

From 1872 to 1910 the Province of the Cape of Good Hope was a self-governing colony. In 1910, however, it entered the Union of South Africa as an original province and the dream of Cecil Rhodes was realized. Perhaps we cannot definitely ascribe to this political consolidation the agricultural development of the region, yet nevertheless the fact remains that since 1910 nearly all the agricultural industries, and particularly the cultivation of cereals, have greatly improved, both as to the methods employed and the quantity of the output.

In a considerable portion of Cape Province, as "Cape Colony" is now known, there is a scarcity of water, so that the area of land under cultivation is necessarily restricted. There is still a lack of adequate irrigation, although it seems probable that English enterprise will overcome this defect in time. By the introduction of a system of irrigation the area of tillage could be enormously increased, for many of the sections now hopelessly arid are surprisingly fertile and will produce luxuriant crops when water is led to them. If great tanks like those of India were constructed to retain the rains of the wet season, or if artesian wells were put down such as those of Algeria and which have been successfully used in Australia, thousands upon thousands of acres now barren might be made to wave with golden grain. Cereals all over the world have been so cheap, however, that it has been thought better to import them than to spend the necessary money reclaiming the waste lands. The farmers, in many instances, are pastoralists, whose wealth consists of horses, cattle and ostriches.

Indeed, from the early days of the colony the chief wealth of the people has been wool. On the high table lands which the lack of moisture makes unsuitable for agriculture, a scrub vegetation flourishes which makes admirable forage for sheep and goats, and large herds of these animals are kept on the move, the herders leading a nomadic life, establishing few towns



SAMPLING GRAIN FOR EXPORT AT A WAREHOUSE
IN CAPE TOWN

or permanent settlements except in the trading centers. A very fine strain of sheep, of the Merino breed, has been raised and the wool commands a good price in English markets. Of late years considerable capital has been invested in the building of reservoirs for the storage of water which falls in abundance during the short rainy season. The rain comes in torrents when it falls and most of it runs off the high plateaus as rapidly as it comes down, so that for agricultural purposes it is of little benefit. When stored, however, and given out to the thirsty land as needed, the arid wastes become a garden and sheep can easily find suste-

nance the year around without traveling great distances as is otherwise necessary.

While the greatest wealth of the people is in sheep, the value of the diamond mines is far greater although it is not so widely distributed. The center of the diamond industry is at Kimberley, the fields of which are famous for their gem productivity. The diamonds are found through the clay soil from the surface to great depths and the mining is done by shaft and drift work as in the ore or coal mines. The total output of the diamond mines in 1912 was \$48,966,000. Of this Kimberley mines alone produced to the value of \$27,417,300.

In the southern portion of Cape Province, south of the most southerly range of mountains, the land flattens out into a series of rolling hills, stretching down to the sea. These slopes are well watered and it is on them, and in one or two of the mountain valleys, that the best cereals are produced. The large farms are owned by both the English and the Boers. The actual cultivation of the soil, however, is done by the blacks.

The principal crop is wheat, of which about two million and a half bushels are annually produced. The quality of this wheat, especially when it is selected for export, is extremely high. The principal other cereal crops are oats, rye, barley, melies, which is an Indian corn, and Kaffir corn. Rye is principally grown in the Roggevelt and in the lower hills of Namaqualand. Melies is used largely as food for horses and cattle. Oats are grown over a more extensive area than any other crop. In some cases oats are cut while still tender, are dried, and are used as forage; this is known as oat hay and some 80,000,000 bundles of 5½ pounds each are annually produced.

It is only due to this region to pay tribute for the grain which is certainly destined to play an important part in our own agricultural development. The sorghums are found quite widely over Asia and Africa, but for Kaffir corn we are indebted to South Africa. It has been grown, for centuries probably, by the natives of the country who were at first rather indiscriminately called Kaffirs, regardless of their tribe. Although there are no tribal records of the origin of the cultivation of Kaffir corn, the native women have learned by long experiment the best methods of cultivation and harvesting and have evolved many ways of preparing the ground grain. Needless to say the women do all the work of cultivation. The Kaffir group of sorghums is native to Natal and other parts of South Africa, but the seed first brought to this country some 35 years ago came from Orange Free State. From the first importation three varieties resulted, the white, the blackhull, and the red Kaffir, of which only the last two are now cultivated. Kaffir corn is a dry farm cereal par excellence, and it is bringing wealth and prosperity to many hopeless parts of our Central West. For those of us who do not wear diamonds in abundance, South Africa will be remembered



THE PORT OF CAPE TOWN, SOUTH AFRICA
Showing Modern Docks with Electric Cranes.



CLOSE VIEW OF CAPE TOWN
With the Famous Table Mountain in the Background.

most warmly for having given us this important product.

Some of the largest grain fields near Cape Town are in the Hex River Valley, and the Darling, Malmesbury and Caledon districts. Grain from here is taken directly to Cape Town (all these sections are connected with the port by rail). There, before being exported, it is carefully sampled, so that none but the highest quality may reach the foreign markets.

The export trade of Cape Town, before the present European war, was about 75 per cent that of the entire province. It has an almost entire monopoly of passenger traffic between Cape Province and England. A little over two weeks is required for the voyage north to the British Isles.



HARVEST SCENE IN THE HEX RIVER VALLEY, SOUTH AFRICA
In the Background Are the Jagged, Rocky Cliffs of the Hex River Pass.

The harbor of Cape Town, known as Table Bay, is nearly 20 miles wide at its entrance. It faces north and is fully exposed to the gales from that direction. Extensive harbor works, however, begun as far back as 1860, afford shelter for a considerable number of vessels. From the west corner of the bay a breakwater extends northeast for nearly a mile. East of this and running parallel to it, more than half a mile long, is the South Pier and from both breakwater and pier, arms project at right angles. In the area thus enclosed are the Victoria Basin, covering a space of some 65 acres, the Albert Basin of 8 acres, a patent slip for vessels up to 1,500 tons, and a graving dock about 500 feet long. Outside the Victoria Basin, under the lee of the breakwater, there is a good anchorage, and about 10 years ago the fore shore east of the South Pier was reclaimed and thus an additional wharfage provided. There are nearly three miles of quays altogether and the wharves are provided with electrical cranes. The depth of the water at low tide now ranges from 24 to 36 feet, so that vessels of the deepest draught can enter the Victoria Basin.

Although German vessels have carried, previous to the war, some of the exports of South Africa, the greatest portion has been and will probably always be handled by Great Britain. All South Africa's surplus grain is now needed by the Mother Country. Some day, however, for the Union of South Africa undoubtedly will prosper, Cape Province at least will be counted among the world's important grain exporting countries.

GRADUALLY the hay quarantine is being lifted or modified so that general shipping can be done. The loss to the hay dealers through the foot and mouth disease is almost as much as to the stockmen.

When Wheat Was 50

Facts, Feelings, Fallacies and Figures of an Uncomfortable Era in Grain Trade History

By JOHN McGOVERN

IT is now an era of high prices for wheat. A little over twenty years ago there was an era during which wheat was worth only a third of its present value. It may be interesting to recall the feelings of the people and figures of the trade during that unhappy time. What were the surprises?

Undoubtedly the chief surprise was the feeding of

There had been reported in history no such hog-festival as this one. No man had foretold it. No man liked it very well. When he could buy a bushel of contract wheat on the Chicago Board of Trade at 49¾ cents, as happened in January, 1895, after a whole year of almost bottom prices, it seemed that the end of all things had come.

The arguments that puzzled or "guided" men in those times are no less puzzling today, when considered from a long distance on the calendar. Prices started downward on a really small crop of wheat in 1893—only 396,000,000 bushels, whereas there had been a threshing of 611,000,000 bushels in 1891. And then, while prices were at a previously unheard of low level, there came the worst drought that had been experienced since the settlement of the country. At the same time there was a famine in southern Russia that compelled its victims to eat their seed wheat. In the American corn market, too, men found that previous knowledge and experience counted for worse than nothing. When the western fields were covered with the smoke of the burning forests of Michigan, and when it became reasonably certain that the corn crop of 1894 would be a billion bushels short, speculators and investors alike bought around 60 cents a bushel. Some of the speculators paid storage and insurance on their corn and sold it in January, 1895, for 25 cents. The world seemed upside down—cause and effect had been divorced. There accumulated at Chicago 29,000,000 bushels of contract wheat that its unfortunate possessors could not get much more than 50 cents a bushel for, a store that would eat its own head off in keeping some two years. There was a total visible of nearly 70,000,000 bushels.

Some blamed the national administration and the tariff, that had been "revised." Some blamed the bankers for demonetizing silver, and claimed that the entire loss on the silver fell to the lot of the farmer who raised the wheat. While the great visible supply piled up in America and people starved in Russia and India, gold was steadily shipped to foreign shores. Something was wrong, but to this day no one theory has worked out plausibly. Small as was the price that the Liverpool merchant or



A LINE OF BLACKS REAPING GRAIN IN THE CALEDON DISTRICT

millers would pay for wheat at Chicago, he held the wheat of competing countries in still deeper contempt, and, at the time of half-dollar wheat in Chicago the paper currency of Argentina was so badly off that it was said the farmers of the Rio de la Plata received almost nothing after the international money-changers and the local tax-gatherers were through.

Let the reader again consider the conditions of 1893-4, and behold how little human judgment goes for: 1. All records of export had been exceeded in the season of 1891-2, when more than 157,000,000 bushels of American wheat went abroad at over a dollar a bushel. 2. The crops had failed in the wheat-growing parts of Russia, and in the Balkan provinces. 3. An unexplained drought confronted America, a drought which was to cut down the corn crop one billion bushels and threatened proportionate destruction to other cereals. 4. The free-traders had reduced some of the tariff on the theory that more goods would come over and more of our food-stuffs might go out in repayment. 5. The crop, just before this vast and unparalleled drought, had been

than even Toledo or Detroit, and when wheat was worth only 50 cents at Chicago, it brought as little as 4 cents less at St. Louis.

It had once been a farmer's superstition or firm belief that, if a farm animal broke into the wheat bins and ate the wheat, the worst had happened. For many thousand years wheat had been or seemed to be a sacred food which it would be profane to feed otherwise than to humanity. But, suddenly, and most unexpectedly to the great speculators in corn, who had pushed that cereal to 59½ cents in August, 1894, nearly every county paper in the West teemed with news of wheat-feeding to swine, and there were columns of advice and new-found experience in mixing various grains and fodder together. Sixteen thousand grist mills were grinding wheat into fodder for hogs. Twenty million bushels were soon fed, and no one knew where it would stop. It did not lift wheat, but it did put an end to the great corn corner that had been advertised.

The reflections of the prophets and philosophers who had foretold high prices, but now confronted the lowest quotations in the history of the trade,

nine men out of ten thought that the panic accounted wholly for the low price of wheat. But how about corn going to 60 cents at the same time, and no corner, either?

To confuse human wit further, let us run over the wheat-history of panics in modern times: The worst of panics came early in September, 1873, with wheat at 89 cents, and the following April the quotation was \$1.28. The high points were very far above a dollar in all those cruel years before the Grant boom, and the May delivery in 1877 was made at \$1.76½. And this was through an era when much of Sam P. Walker's 1,500 acres of real estate in the then smaller city of Chicago was going for taxes.

In the smaller panic of 1884 wheat went to 91¾ cents the following April, and was not lower than 69¾ cents, the low point of 1885 being 73¾ cents.

The panic of 1907 found wheat at \$1.05¼. Still, it closed at \$1.11 in May, 1908.

Now, in these days, the "Wilson panic" has been on us. Yet wheat has kept at a high point—in fact one reached only by "spurts" in the last 45 years.

Looking over the history of five panics, or panic-stricken eras, the argument goes four to one against the idea that the panic of 1893-4-5 had anything whatever to do with half-dollar wheat.

The patriots got busy figuring on exports, and found that, in 20 years, we had sent out a billion and three quarters in products, for which we received no goods in return other than the small "balances" of gold that had come over. All this was charged to the increasing horde of American tourists, who bought foreign food and thus encouraged foreign production. It was complained that bread was from a third to a half cheaper in London than it was in Chicago—baked from the same crop. The Chicagoan's loaf was never cheapened, but now in 1915, while Europe pays big prices for our crop, the same Chicagoan must pay nearly double what his loaf cost him in 1894. But here there enter questions of human labor and American opportunity for employers that, like the price of wheat, are too great for foreknowledge.

In 1880 the population was fifty millions; the currency per capita was only \$16. Wheat went as high as \$1.32. In the half-dollar era the population was 64,000,000; the currency per capita had risen to \$24. Today the population is 100,000,000; the currency per capita is \$34 (last November it was \$37). Take your choice. Wheat has been high when the currency was pinched down by John Sherman, and wheat has been its lowest when every man (in theory) had a third more currency in his pocket.

The ancients said: "All that's known is, nothing's to be known." Yet, in time, Marconi was to speak through the thin air 10,000 miles, and Edison was to preserve the very voices of Patti and Melba. So, at present, while time has proved that nobody knows anything in advance about wheat-prices, still the experiences of the past seem to point toward certain sound conclusions, namely: In wheat, and in the wheat trade, mankind has secured a form or symbol of property that "liquefies" or "moves" at some one great market when all other goods are inert and unmarketable. If a man have wheat to sell, he can, within certain hours of every business day, secure an immediate purchase—always if he concede the smallest fraction; often securing even the small fraction of an advance. This price seems to be the consensus of opinion of the entire purchasing world, for all goods, for the moment. If the many sellers of the session find it easy to secure the slight advance, there may be a speculator in the market who now, in say, October, offers 62 cents, but presently will advance prices as far as \$1.85 for May, incidentally "dropping" \$8,000,000, and in the end getting no wheat for himself. If the seller of this morning, on the other hand, finds that the sooner he sells the fewer fractions he concedes, it may be that some great and unexpected surplus in some far off land is seizing on every opportunity to get to market.

The astronomer at sea may make an artificial horizon with his plate of mercury and thus establish his levels. Mankind, at sea in the billows of millions of plots, ambitions, and necessities, has in-



INSPECTING AND GRADING EXPORT GRAIN IN A CAPE TOWN WAREHOUSE

only a little more than twice the quantity of the exports of 1891-2. 6. The money was "sound," for President Cleveland was buying gold of Morgan by the hundred million.

Never before, probably, was there so much cumulative bull news. But its cumulative effect was to land wheat in January, 1895, at 49¾. It was a bears' paradise, and experience proved that a bears' paradise was an extremely disappointing affair. The wheat pit was nearly empty. Such was the low state of our commercial spirit that the famous Barley Roorback was sprung with profit to its wicked originators. On Friday, Sept. 7, 1894, a dispatch was posted at the Chicago Board, that a firm at Odessa, Russia, had contracted to deliver a cargo of Russian barley at New York City, paying the duty, at 37 cents a bushel of 48 pounds, while the same kind of grain at Chicago, the same day, was 55 cents for 48 pounds. This "news" was nearly the only thing talked about. It ground half a cent off the price of wheat (then very near 50 cents) and 2 cents off corn. The next day the news was denied. It was never explained—but explanations did not count for much in those days, anyway. The one grain of comfort that was offered to the Kansas or Minnesota farmer lay in the fact that the Liverpool buyer offered him for 100 pounds of either his No. 2 Winter or Spring wheat, from 4 shillings 6 pence to 4 shillings 10 pence, while the new Argentina man with his alarming 76,000,000 of offerings, must accept only 3 shillings 11 pence to 4 shillings 4 pence.

Chicago kept its lead as a market, ruling higher

were various, and sad enough, one may be sure. To account for their downfall, the prognosticators admitted that they had not foreseen the great increase of the Indian and Argentina crops. Germany had demonetized silver, and this had depressed the producing price of wheat in India, and enabled the Liverpool buyers to get it out of Bombay cheaper. The French crop was 120 per cent; the German 107. The French and Germans, who were rich, could buy if they were hungry, but now they themselves had wheat to sell, and the countries that were hungry were so poor that they must starve. So spake the "prophets." Charity was not organized on a world basis in those days.

The rival exporting countries that had come into view were principally in the Southern world. The 258,000,000 bushels of India, the 76,000,000 bushels of Argentina and Chili, the 41,000,000 of Australasia, and the 36,000,000 of Africa, were let loose in the winter of North America and Europe, thus saving elevator and storage costs that had accrued against the surplus of Northern crops.

The average export of wheat for 10 years had been about 1,500,000 bushels a month. Now, late in the 50-cent era, the exports fell to 500,000 a month. And worse in the way of exports was to follow. America's exports of wheat were to dwindle to an insignificant figure, and yet Chicago's low price of wheat was to be from 12 to 40 cents above 50 for the following twenty-one years.

Over all, and after all, the blame was laid on the great panic, which was in its second year. Probably

vented the great base line of the momentary price of standard wheat. Looking back at 1894, in which year the movable range of price lay between 50 cents and 65 cents only, and recalling the hardships that rested upon all human exchanges and settlements in the civilized world at that time, we are likely to draw the conclusion that we retained this one level—the market for wheat—that was not itself essentially affected by any single one of the extraordinary forces that were playing about it in the worlds of foreclosure, forestalling, liquidation, speculation, and legitimate exchange.

AN OLD FRIEND IN A NEW POSITION

After traveling for six years for the Avery Scale Company and making many friends in the trade in Missouri and Illinois, E. D. Bargery left that position to represent in the field the Elmore-Schultz Grain Company. His scale experience with the elevators had given him opportunity to absorb a con-



E. D. BARGERY

siderable knowledge of grain and the men who handle it, and he was successful in the new work.

But a long training in the technical side of elevator equipment and machinery were too valuable to be thus put aside, and last month he accepted a position with the Union Iron Works, of Decatur, Ill., to represent that firm in Illinois, Ohio, Indiana and Missouri. From the special line of scales which he handled so long, Mr. Bargery will now be in a position to equip an elevator from pit to cupola, and his many friends and well-wishers predict for him an abundant success with the new line. Although still a young man he has those qualities which pipe the tune into fortune.

BOOSTING DULUTH

The Interstate Commerce Commission has just handed down a decision in the Duluth case, by which that city will be able to assume a position in the Northwest more in harmony with its strategic situation at the head of the lakes.

The case arose from the complaint of St. Paul and Minneapolis that the lake and rail rates from trunk line and Central Freight Association territory to those cities, 83 cents, and the differential of 21 cents between those points and Duluth, was discriminatory in favor of the latter city. After a full hearing, in which proposed increases by the rail-lake route were considered, the Commission held that the rates, stated above, were not discriminatory, and that all commodity rates should be based upon that classification. Needless to say that a raise in rates in the territory based upon lower Mississippi differentials, was refused.

Contracts and the Consumer

The Dangers and Difficulties of Selling on Contract—Choice Between a Loss on Current Business or Loss on Future Business from the Dissatisfied Customers—Experienced Dealers Have Become Gun-shy

By G. D. CRAIN, Jr.

ONE of the prettiest things in the world is a big contract for supplies, made by the grain concern with an important buyer, covering the latter's requirements for the season. The dealer can figure out to the proverbial gnat's heel how much money he is going to make on that business.

He knows how much the grain has cost him—for of course he has covered his requirements as soon as the contract was secured; he knows that the storage charge is sufficient to pay all carrying costs, and consequently he can figure net profit on a good-sized quantity of stuff, feeling that here is a mighty attractive piece of business.

And yet—

Grain men who have been through the mill assert vehemently that they don't care for that kind of business.

The world has been hearing a good deal of late about "scraps of paper," and about the sanctity of agreements between nations. Unfortunately, agreements between individuals, especially where they are contracts involving the purchase of materials or supplies, are often lightly esteemed, and while they are legally enforceable, it is sometimes just as disagreeable and difficult to have to get action in a court of law as it is for a country to secure what it regards as its rights by resort to arms.

If every customer always took the stuff, just as he agreed to do, and without regard to whether or not the market went up or down, the contract trade, covering requirements some distance in the future, would undoubtedly be much more attractive than it is. But unfortunately the buyer who has been watching the market and who knows that he could get grain for less than he is paying for it, if he were to go into the open market and buy, has a strong temptation to forget his contract and do that very thing.

If that happens, the dealer who has put in a stock which turns out to be higher priced, compared with the market at the time when deliveries should be made, is likely to find it a white elephant on his hands. The customer finds it difficult to use the grain in the quantity that he had been expected to consume, and specifications against the contract are few and far between. The result is that the dealer is likely to be left holding the bag, and the customer has the satisfaction of having had the protection against a rise in the market.

In other words, he has been speculating—with the grain dealer's money.

Of course, not every business concern which makes a contract does so with the intention of violating it in case the movement of the market is unfavorable to carrying out the agreement profitably. But even assuming that it meets its obligations, and either pockets the loss without objection, or buys out of the contract by paying the dealer enough to reimburse him for having carried the grain against the downward course of the market, is its attitude toward the dealer likely to be favorable? Can he come around and get business as effectively as if the customer did not have the memory of how he was "stung" on that contract in his mind?

Human nature being what it is, and the memory of money lost usually being stronger than that of money gained, it is a safe bet that the customer is going to make a mark against the dealer, even though the latter was perfectly innocent and merely carried out the orders of the customer.

One of the things to remember, however, is that a contract which is not specific as to amounts and dates of delivery is not a contract at all. It is merely an option to buy, and is a dangerous instrument for a dealer to allow to be made. Assume that the market goes down, with the grain in storage in

the dealer's elevator or warehouse, awaiting delivery. The customer naturally doesn't want it.

The dealer can point to the contract and urge that the material be taken. But if he cannot indicate in the agreement a definite statement of how much was to be delivered and at what time, at least approximately, he will often find it difficult to enforce the proposition.

On the other hand, suppose the market goes up. Then, naturally, the customer will want all he can get at the contract price. If he has not been limited by the figures placed in the agreement, he will make the dealer mighty sick of the contract before he gets through with it.

The concern which is doing any considerable amount of contract business must of course have larger storage facilities than the ordinary dealer, who is buying only for immediate requirements, and is not covering the business which involves deliveries some time in the future. And if the contracts which it has taken call for more material than the dealer can comfortably handle, there is immediately presented the dangerous temptation to take a chance; to hope that the market will remain favorable, and that the stocks already purchased will prove sufficient.

The argument against such a plan need not be elaborated upon. That is merely speculating, of course, and speculating is not good business. The dealer is in business to make money through the handling of the grain, and not by fortunate turns of the market. He cannot afford to put himself in a position where an unlooked for change in quotations may embarrass him. And yet there is always this possibility, unless every contract that is taken is promptly covered.

The usual charge for carrying the grain for delivery on contract is 1 cent per bushel per month. Some dealers are willing to carry it for a limited period, say sixty days, at the rate of half a cent per month, but this is undoubtedly too small a figure, considering the cost of insurance, storage, interest and the other charges which have to be made.

"The contract proposition is a case of heads-you-win-tails-I-lose," said a successful dealer, who operates two big elevators and warehouses and has business connections with some of the largest buyers in his community. "Occasionally I take a contract, but it is not a healthy kind of business, and when I can get the trade in any other way I don't make a contract."

"The only way such a thing can pan out to the satisfaction of everybody is for the market to remain about level. If the market goes up, you would be better off if you didn't have the contract, so that you could sell the grain at the high prices prevailing. If the market breaks, the customer will wish that he didn't have to take the grain, and will want to get out of the contract."

"The buyer nearly always has the whip hand, and while I have been fortunate in not running across very many concerns which tried to break their contracts without compunction, nearly all are dissatisfied and want to compromise in some way. And the compromise, as a matter of policy, is made on a basis more favorable to the customer than to the dealer."

"It is possible to minimize the disadvantages of such business by picking the concerns with which contracts are made, but even the best of them are hard to please when conditions are unfavorable. Hence we take contracts only when it is a case of have-to, and we are mighty glad to get through with them, in most cases."

Another dealer with a large business stated that he did not accept orders for future delivery, under

any circumstances. He found that he could get just as much business without making contracts, and inasmuch as the trade could be handled for less money in that way than any other, he opined that it was poor policy to invite disaster by booking up business covering deliveries later on.

"The buyer can't help getting sore when he finds that his judgment of the market was poor," said he. "When he makes a contract he does so because he believes that it is the best time to buy, and that prices are lower than they will be later on in the season. In other words, he is betting on the market going up. If the result goes contrary to his judgment, he is usually quite willing to let the dealer be the goat. Personally, I don't care to fill that role, and if there is anybody else who wants to be the medium through which the buyer can speculate on the grain market, he is welcome to the business. I've had a few experiences, and I can truthfully say that I'm cured."

Of course, a contract, nominally, at least, ties up the business; but in practice it turns out that the customer will buy in the open market when he can get the stuff for less than the contract calls for. That means that the dealer who has the contract is not only forced to carry the grain at a loss, but that he is shut out of the business which the customer is placing for his current requirements, inasmuch as the latter does not of course invite the contractor to quote him a price for immediately delivery. Thus insult is added to injury.

The safe and sane system of handling business is to sell for immediate delivery only, interpreting this to cover not more than thirty days. One advantage of this is that the customer who buys as he needs the grain seldom studies the market. He knows that he is getting the material at the current price, and is satisfied. When he has a contract, however, he is so eager to count his gains that he becomes as close a student of the market as the dealer himself, and hence his depression when the market falls is just as great as his elation when it rises.

The contract buyer, take him by and large, is a good man to keep away from.

ARBITRATION DECISIONS

The W. H. Merritt Company submitted a claim for \$119.79 against D. P. Reid & Bro., Inc., of Norfolk, Va., to the Arbitration Committee of the Grain Dealers' National Association. The claim was for loss on two cars of oats which were shipped by plaintiff on contract but was refused by defendant and sold on account. Contract, dated September 17, called for two cars, No. 3 white oats at 53 cents, costs and freight, Norfolk. Time of shipment, one car five days, one ten days. Inspection and weight Chicago papers. Kettles' approval.

The bills of lading were dated September 19 and September 23, respectively. Certificates of inspection and certificates of approval by R. P. Kettles show that both cars were inspected on September 23. Both cars arrived in Norfolk on October 3, and the drafts were refused on the ground that contract was not fulfilled.

The Arbitration Committee held that the contract on one car was fulfilled, but that on the other car the shipment was delayed three days beyond required time. An award of \$60, the loss on one car, was made to the W. H. Merritt Company, and the cost of arbitration was divided between the two parties.

* * *

A case involving \$75 was awarded to the Asheville Milling Company of Asheville, N. C., against Paul Kuhn & Co., of Terre Haute, Ind. The case involved the loss on 5,000 bushels of corn which was bought by the Asheville Milling Company of Joseph Gregg & Son, Atlanta, Ga., acting as brokers for the defendant. The corn was sold and the sale was confirmed by the brokers, but their principal, Paul Kuhn & Co., refused to confirm, so that the milling company had to buy in the corn at the loss specified.

The Committee based their decision upon the fact

that the milling company were innocent, and suffered loss, and while the brokers were careless in confirming the sale without indorsement of their principals that was a question which would have to be settled between the two as the milling company was not involved.

* * *

A claim of \$544.02 was awarded to the Anderson-Garner Company of Louisiana, Mo., against the Armour Grain Company of Chicago, the claim being based upon the difference in freight charges of one cent per hundred pounds between local and proportional billing tariffs from three stations in Illinois to Chicago.

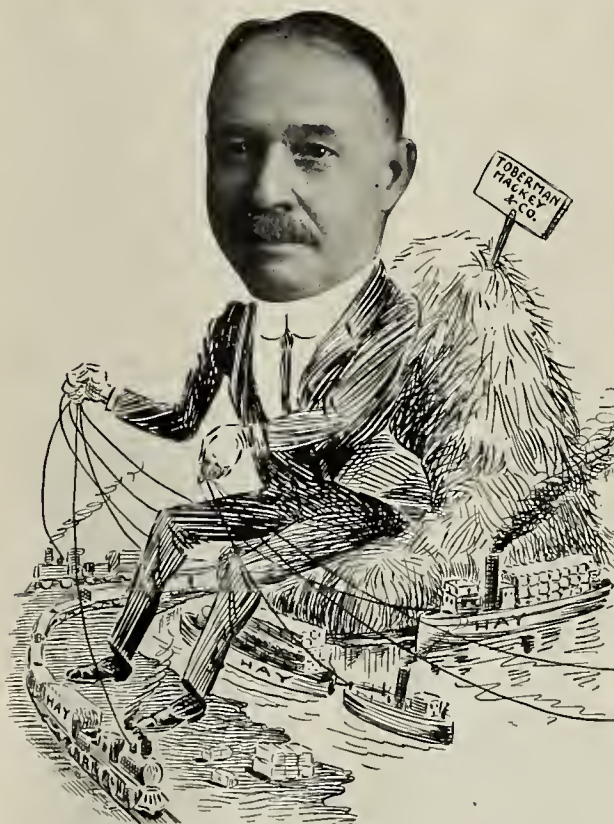
The contract read "delivered track Chicago," and the plaintiffs claimed that they were only responsible for the local rate of eight cents, while the defendants charged them the proportional rate of nine cents. As there was nothing in the contract specifying the rate and as there was no evidence to show that such an understanding was held between the parties, and as it was shown that the local rate was paid by the defendants, the committee made the award in favor of the plaintiffs.

ACCOUNTING SYSTEM FOR GRAIN ELEVATORS

The marketing specialists of the Department of Agriculture have recently devised a complete accounting system and set of fifteen forms especially adapted to the business of co-operative grain elevators. This system and the forms for its installation which are described in Bulletin 236, just off the press, was developed after a thorough study of all accounting systems now in use in the grain trade. It also includes suggestions made by a number of elevator managers and grain men throughout the country. Before publication, the system recommended and the forms were submitted to careful practical tests in representative elevators in seven of the grain states. Although designed primarily for co-operative elevators there is much information in the bulletin which can be applied to regular grain elevators.

In developing the system the specialists had in mind two objects—first, the devising of a complete system of accounts for grain elevators; and secondly, the developing of uniformity in accounts.

OUR VISITORS



THE smallest urchin on the streets of St. Louis will be able to direct without hesitation a stranger immediately to the offices of Toberman, Mackey & Co. Moreover, if he detects that you are a stranger he will probably inform you that J. W. Dye is head of the Hay Department of the "Fastest Growing Commission House in America." For Mr. Dye is more than a fixture. He is an ornament, nay, an institution of the Mound City, ranking in importance with the Court House, Pierce Building and Anheuser-Busch.

Ever since he did the kangaroo stunt from Cincinnati to St. Louis some twenty years ago, Mr. Dye has "shown" the Missourians, and in the process he has acquired a big reputation and still wears the same size hat. Almost anyone in the hay and grain trade will vouch for the statement that he has handled more hay than any other man in the Mississippi Valley and that he is one of the best posted hay shippers in the United States. He holds a thousand and one strings of the hay business daily without allowing any one of them to become twisted.



THE opponents of golf receive a good, stiff blow every time they dig up statistics. For the never-lying figures show that the busiest men in the country are devotees of the game. In no line of business is this more true than the grain trade. At no very distant date we can foresee a golf tournament as one of the side features of every grain convention. Among those who would easily qualify for the finals is B. C. Moore, president of the Moore-Seaver Grain Company, Kansas City, Mo.

Our artist has caught Mr. Moore in the act of making a very difficult putt. We feel sure that there are few professional golfers in the country who could trace their names in a putt with the ease and deftness of Mr. Moore. In fact, we would hesitate before entering the lists against him. He has applied the same principles of efficiency to golf which have become associated with his company. He plays golf almost as well as he handles the Moore-Seaver affairs, which statement is enough to make mere amateurs tremble. We advise anyone seeking Mr. Moore on a bright, sunny afternoon to go straight to the golf links rather than his office.

Illinois Association Meets at Champaign

Twenty-second Annual Meeting a Great Success—Prominent Speakers on the Program—
Election of Officers Settles a Disputed Point

ABOUT 450 grain dealers and brokers met at Champaign, Ill., on May 12 and 13 for the twenty-second annual convention of the Illinois Grain Dealers' Association. Two perfect days and unusually good addresses contribute toward making the convention one of the most successful in years. Both the shippers and receivers were well represented and many ladies were in attendance.

The Wednesday morning session was called shortly after 10 o'clock and opened with an avocation by the Rev. R. H. Schuett. A male quartette from the University sang and had to respond to several encores, and then Mayor E. S. Swigert gave a short address of welcome in which he said that the wealth of Illinois was in her soil, her strength in its development, so that it was most appropriate that the dealers who handled the products of the soil should meet in the city in which was located the University which was doing so much for its development.

In responding to this address on behalf of the dealers, Hon. R. R. Meents, state representative from

fiscal year ending May 1, 1915, a period of practically eleven months:

Financial Statement.

Balance May 25, 1914.....	\$1,133.45
Receipts	8,122.25
Total	\$9,255.70
Expenditures	8,368.80

Balance on hand.....\$ 886.90

The secretary's monthly record books shows that in the months of June to December, inclusive, he attended 32 meetings at which 958 dealers were in attendance; made 190 calls on dealers; traveled 7,492 miles. New members received were 38. Lost by resignation, decease, etc., 59.

Inasmuch as a ten years' service has ended with the death of your secretary, I feel that it will be interesting to you to know in detail the record of his tenure of office.

A Record of the Past.

For ten years Mr. Strong was your secretary—how able and efficient you all know, and need no telling by me. But I want to review very briefly those years as shown by the records in the secretary's office, so that you may concretely appreciate what that decade of service has meant to the Association.

Year—	Members.	Receipts.	Expenditures.	Balance.
1905.....	...	.....	.....	\$ 608.99
1906.....	515	\$6,145.06	\$4,965.43	1,179.63
1907.....	508	7,192.81	5,981.35	1,211.46
1908.....	522	7,226.96	5,791.62	1,435.62
1909.....	531	7,694.62	5,952.14	1,742.48
1910.....	645	8,272.48	7,235.65	1,036.83
1911.....	572	7,876.08	6,828.41	1,047.67
1912.....	614	8,821.40	7,805.34	1,016.06
1913.....	677	9,395.16	8,356.04	1,039.12
1914.....	683	9,879.37	8,745.92	1,133.45
1915.....	695	9,255.70	8,368.80	886.90

It has been inspiring to me to go through these records and to note the wonderful progress and accomplishment during Mr. Strong's period of service. It has also been extremely interesting to look back over his annual reports.

I notice how he urged all of the members of the Association to attend the local meetings and in one place I find him saying:

"For they are the very bulwarks of the construction of grain associations. Through the local meetings the state organization is strengthened and thereby the National society is vitalized."

In almost every report he pleads for more activity on the part of the members in getting new memberships in the Association, and I feel that this report would not be complete if the secretary's office did not urge on you the necessity that each member shall consider himself a committee of one to get new members.

There should be especial activity on the part of members during the next year. You may recall that Secretary Strong announced that he would make the past year a record year for increased membership. His illness prevented a realization of this plan, but with the beginning of the new year, with its various changes, there should be a vigorous campaign for new members.

I would suggest the appointment of a Membership Campaign Committee to work with the secretary and other officers along this line of broader influence.

New Activities.

Thanks to the assistance which I have had from all sides the work of the office has been able to proceed quite smoothly. The skill and knowledge of the two clerks in the office has been of inestimable value.

We have sent out several bulletins to the membership and have gotten in a good number of delinquent dues. It has been impossible for the new acting secretary to make many trips or to have much personal touch or personal acquaintance with the membership, in this brief space of time, less than a month. He has thought it his duty to get things lined up for this convention and to bring the business of the office and the secretary's records down to date; but the broader and more general interests of the Association have not been neglected. For instance we have filed two intervening petitions before the Interstate Commerce Commission and before the State Public Utilities Commission of Illinois. There have been various other activities and matters of general and especial import covered, in addition to the routine of the executive office.

Mr. Strong believed in the future of the organization, ardently, earnestly. He labored assiduously and constantly for its advancement and the comparative statement quoted, shows how the Association has forged forward, in spite of any adverse circumstances or conditions. From that statement you gentlemen must realize that what has been done is but an introduction, a prologue, to what is to be done. It is up to the members of this Association to prove their faith during the next year, to work together for the good of their Association, in the same spirit of splendid friend-

liness and harmonious co-operation that has characterized the organization in other years and made for its strength.

I should like to express my thanks for the real courtesy and kindness which I have met on every hand in my brief service as assistant secretary of the Association. My appreciation is deep for the splendid co-operation which has met my efforts to serve you in this crisis, a uniform interest, tolerance and willingness to help shown by all the officials, from your most able president to the highly efficient clerks in the secretary's office, and manifested by every member with whom it has been my pleasure to come in contact. I knew the Illinois Grain Dealers' Association to be a great organization, but now I can understand why it is great.

You gentlemen have learned the secret of successful association effort—the merging of self in the interests of the larger cause and the strength that comes from united effort through co-operation.

With your splendid record of progress and accomplishment as a foundation, it is up to each one of you to help build a still greater Illinois Grain Dealers' Association, increasing constantly in service and deepening constantly in efficiency.

The report of Treasurer C. C. Miles, which had been approved by the Auditing Committee, was a repetition of the figures given by Assistant Secretary Hitchcock.

President Dewein appointed the following committees: Resolutions: B. P. Hill, H. A. Rumsey, H. E. Selby, H. I. Baldwin, U. J. Sinclair. Nomi-



PRESIDENT VICTOR DEWEIN

Ashkum, Ill., paid high tribute to the city of Champaign, the state and the University. He traced briefly the growth of the latter and showed how much it contributed to the state, and then paid his regards to the grain dealers who served so important a function.

A TRIBUTE TO S. W. STRONG

The Rev. J. C. Baker, of Urbana, who was called upon to pay tribute of respect on behalf of the Association to the memory of the late Secretary S. W. Strong, responded with a sincere and moving address in which he analyzed the principal characteristics of Mr. Strong. He called him an out-of-doors man, loving the open air and appreciative of all the bounties of Nature. He referred to his friendly spirit which made him always a peace maker in dissension or strife; of his deeper feelings and aspirations which were only revealed to his closest friends; his beautiful home life, and finally of the deep religious spirit which was so essentially a part of his nature.

THE SECRETARY'S REPORT

The secretary's report was read by Assistant Secretary E. B. Hitchcock, who was appointed to that difficult position on the death of Mr. Strong. His report shows something of what the Association owes to its former devoted officer. The report was as follows:

I submit the annual report of the secretary for the



SECRETARY E. B. HITCHCOCK

nations: Lee G. Metcalf, James Inkster, Edward Andrews, William Murray, Henry Stanbery.

THE ADDRESS OF V. E. BUTLER

"Unintelligent Competition and Its Influence on Fire Insurance" was the subject of an interesting address by V. E. Butler, director of the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis. Mr. Butler spoke as follows:

Recently the textile interests of the East made bitter complaint of business conditions and the Government sent an investigator to discover the trouble. His report was "Too much unintelligent competition."

The farm implements dealers of the West, at a convention in Kansas City, discussed the question of "What's the matter," and the answer was, "Too much unintelligent competition." The wholesale merchants are asking the same question, and at a meeting held in Minneapolis the last of April this year, they called in a country merchant from Iowa to get his views, and his verdict was "Unfair, unscrupulous, unintelligent competition." The trade papers of all lines are full of articles written from all sections of the country bearing upon the troubles of business, trying to place the blame and find the remedy; and in the final analysis of these articles they arrive at the conclusion that unintelligent competition is the cause of all of their troubles.

Webster, in defining the word "intelligent" uses this expression to make it more forceful: "Man is an intelligent being." We accept the definition as being true, and therefore, men in business are intelligent beings. We must admit, however, that there are several degrees of intelligence and we are endowed with

a good intellect only to the degree of understanding that we have attained of knowledge gained through education and experience, and that degree is governed almost entirely by environment. Therefore, unintelligent competition can only mean men in business with the lack of knowledge of the conditions governing their business, and not unintelligent men.

Having arrived at this conclusion, we ask "Have we men in the grain business who, through the lack of knowledge of the business, are not making good in their business undertakings and are causing a condi-

If you tell a man that there are 414,947,821,104 stars in the heavens, he accepts it as truth because he has no knowledge that disproves the statement, but let him see a sign "Fresh Paint" and he walks over and puts his finger on it to find out if it is true. Now, let's find out if item 3, page 28, of this report is true and let us take the figures of this report to prove or disprove the statement that the country elevator takes the larger margin of any in the service performed.

Turn to page 10 and you will find this statement:

"The following table is given of 10 elevators which

Now, let us see what becomes of their 4-cent gross margin. This is the way it figures out:

	Cents.
Station expenses per bushel.....	.01388
Loss of grades.....	.01178
Interest on investment, depreciation and insurance .....	.00689
Shrinkage in handling in and out.....	.00443
Net profit to dealer.....	.00302

Total04000

Reduced to percentages in round numbers, the showing is as follows:

	Per cent.	Cents.
Station expenses.....	34	1.36
Loss of grades.....	30	1.20
Interest on investment, depreciation and insurance	17	.68
Shrinkage handling in and out.....	11	.44
Profit to dealer.....	8	.32
	100	4.00

The profit to the dealer being 3/10 of 1 cent per bushel, can he pay himself any salary or interest on working capital and general office expenses? You will notice that the large item of loss is loss of grades, and some of you will say that there is nothing in these figures from which to draw that conclusion, as the report does not give the in and out grades, which is true, but it does say the gross margins bought at are four cents, while the gross margins received for the grain only show 2.377 cents per bushel. Therefore, we must conclude that this difference can be nothing else but loss of grades. We all know that over-grading is a very common practice and it is stated in this report that there is a tendency on the part of many to over-grade.

Government Claim Disproved.

I think items 1-6-7 of the indictment have been proven and that the statement of item 3 of the Government report is not justified insofar as it relates to the large margin taken by the country dealer is concerned.

Some will say these figures from Kansas won't apply to Illinois on account of the large receipts of Illinois stations, the average being from 150,000 to 200,000 bushels per year.

The average cost per house for running expenses is \$886, according to this report, but we have added \$440 more, making a total of \$1,326 per station for handling an average of 63,778 bushels. The natural shrinkage amounted to 11/10 per cent. The investment per station is only figured at \$5,000 and the working margin at four cents per bushel. Let me ask you, how many stations in Illinois can be handled at an expense of \$2,500 per year? How many stations only have an investment of \$5,000, a great many more have \$10,000, or more than there are of \$5,000 or less? The working margin in Illinois will not average 2 cents per bushel; a great many stations are today working on 1 cent or less. The shrinkage in coarse grain is much larger



ALL THE WAY FROM CAIRO BY AUTOMOBILE

tion in the trade known as unintelligent competition? Yes, we have, because we have men in the business:

1. Who do not buy grain by grade;
2. Who advance money without interest;
3. Who store grain free of charge;
4. Who contract grain months before its maturity and sometimes before it is seeded or planted;
5. Who contract for grain by the acre and not by bushels;
6. Who think the business can be conducted for 1/2 to 1 cent per bushel gross profit and make a profit;
7. Who do not know the cost of doing business;
8. Who have no regard for the rights of competitors;
9. Who have no sense of justice either for themselves or the public;
10. Who do not believe in being fair with their competitors or the public;
11. Who do not believe in association work; and
12. Who do not believe any benefits can be derived through the trade papers.

This is a long indictment to place against a business of such magnitude as the grain business and in order to maintain my statement some proof must be furnished that these features are a detriment to the trade and cover a large part of the losses sustained in the handling of grain, which contributes so largely to the new wealth of the nation. For the purpose of argument we must find something that will be accepted as authority upon which we can lay a foundation. So I am going to take House Document 1271, published by authority of the Government, as a clear exposition of the elements entering into the marketing of wheat by the Kansas farmer. The same elements control in the handling of corn and oats as in handling wheat, except that some conditions are more pronounced. This document was written by an investigator of the Office of Markets and Rural Organization and up to a certain point is absolutely fair and unbiased on all points covered, and in my opinion had the investigator gone to the bottom of all questions involved, it would have been a document of great value, not only to the grain trade, but to the producer as well, and it is a matter of great regret that the Department did not follow out their undertaking and follow all of the elements in the trade to the final analysis, so that there could be no question of doubt about the results.

They have analyzed all elements of cost from the country dealer to the Liverpool market. Their mistake was made in not analyzing the question from the price paid the farmer and making clear to the public the net and gross profits, and the costs of handling entering into the question from the country dealer's standpoint. Had they done this, item 3, page 28, would have read, "The weakest link in the chain of marketing Kansas wheat is the country elevator. Compared with the value and difficulty of service rendered, the net margin received by the country elevator is the smallest taken by any middleman in the marketing of wheat, etc.," instead of claiming, as they do, that "The margin taken by the country elevator is perhaps larger than that taken by any other middleman in the marketing of wheat." I admit that the weakest link in the marketing of the crops in this country is the country elevator, on account of the small margins.

operate on a 4-cent margin, showing the number of bushels handled, shrinkage, gross receipts, general expenses and net profit or loss."

This statement shows the results of 10 elevators operated by a large milling company in Kansas for the crop year of 1913-14 and it is reasonable to suppose that all purchases were hedged as advocated by the Government in this document. The statement reads:

Bushels handled, 10 elevators..... 637,783
Bushels shrinkage, 10 elevators..... 7,060
Total gross profits, 10 elevators.....\$15,161.00
Total expense, 10 elevators..... 8,865.00

Gross profits without any charge for interest on investment, insurance or depreciation.....\$6,296.00
A note is attached to this statement, stating that



C. H. McEWAN, GARDINER B. VAN NESS, C. E. GRAVES, A. J. CAMERON AND GEO. P. BARENGER

under the head of total expenses only the items of salaries, fuel and miscellaneous expenses are included, and that the items of interest on investments, insurance and depreciation must be taken from the net profits shown above to secure actual net profits. Now, let us see what the figures show:

Gross profits\$6,296
Int. on \$50,000 investment at 5 per cent....\$2,500
Depreciation, 2 per cent..... 1,000
Ins. on 10 elevators at \$1 rate..... 500
Ins. on 40,000 bus. grain at \$1 rate..... 400
----- 4,400

Net profit without any salary for owner, interest on working capital or general office expenses...\$1,896

than in wheat for the reason that wheat rarely carries over 17 per cent moisture, with the average at 14 to 15 per cent, and when wheat is very wet it rarely ever shrinks a great deal in handling, while corn usually carries 20 per cent or more of moisture, and when carrying a large moisture content will shrink as much as 3 per cent or more during the season's run; while oats by nature seem to be drier, they will shrink from 3 to 4 per cent in carrying from Fall to Spring. I have handled oats that shrunk in weight from the threshing machine direct to market 4 per cent. Tests have been made on ear corn to find the shrinkage from husking time in November to December 1, and from December 1, each month thereafter to the following November, and in an average of eight years it was found the shrinkage

amounted to 18.2 per cent equal to 12.74 pounds per bushel of seventy pounds. The dryest year during this test, it only showed 7.8 per cent, while in the season of 1903-4 the shrinkage was 24.3 per cent, equal to 17 pounds per bushel. The eight-year average shrinkage from husking time to June 1 was 14.7 per cent, equal to 10.29 pounds per bushel of seventy pounds. Now, here is the operating comparison between these two states, taking these same stations as reported in document No. 1271:

Average—	Kansas Station.	Illinois Station.
Receipts	65,000 bushels	150,000 to 200,000
Expense	\$1,326	\$2,500 to \$3,000
Shrinkage	1 1/10 per cent	3 per cent
Margin	3 to 4 cents	1 to 2 cents
Loss of grades.....	25 to 30 per cent	10 to 20 per cent
Investment	\$5,000	\$7,500 to \$10,000

I leave that statement for you to figure over and pass on to the other items in the indictment, and discuss these influences on the business.

Advancing money on crops without interest is a practice indulged in by some because they do not think what it means to them or the effect it has on the working margin in their business. As an illustration take the loan \$100 to a customer for six months at 6 per cent; the interest would be \$3.00. Now what have you done to the business interests of your town by loaning this without interest and what does it amount to you? In the first place, you are a philanthropist because you are donating your time and money for which you get no return. You have deprived your local bank of the profits of their business and the interest on this \$100 represents a margin of $\frac{1}{2}$ of a cent on 1,000 bushels of grain, and if you are working on a cent margin, represents $33\frac{1}{3}$ per cent of your margin and 16 $\frac{2}{3}$ per cent if working on 2 cents, and its quite possible that you only get two hundred bushels of grain or only just enough to pay the advance you have made, and in that case all of your working margin has been used up and you handle this man's grain at a loss.

Free Storage.

The storing of grain free of charge is becoming a thing of the past, although some in the trade still indulge in this luxury and one that deprives the business of a great percentage of the margin. You all know the evils of the practice and I need not go into details, although I can't help but relate an experience of one of the dealers in this state who handled last year, from January 1 to January 1, 267,000 bushels and only made \$600 gross profit, due to his practice of storing free for any length of time. The shrinkage item alone on this class of business is at least 3 per cent one year with another, and at the present price of oats equals $1\frac{1}{2}$ cents per bushel, wiping out the entire working margin.

In contracting grain months before maturity, the grain dealer assumes all the liability of the elements affecting the maturing of the crop, and while he may have a trade that looks profitable, it can develop into a loss very easily and one that he cannot get away from. For instance, the corn crop in many parts of the country in the season of 1913-14 was of very poor quality, and corn that sold in the first half of December at a discount of 2 and 3 cents under No. 3, the last half sold at 15 cents under. Supposing a dealer had a house full of this class of grain, or a long line of contracts, how could he protect himself against a loss on what he had on hand, and could he discount the farmer's corn delivered on their contracts 15 cents per bushel? This practice, if followed, will sometimes lose many times the working margins.

Contracting Grain by Acreage.

The contracting of grain by acreage and not by bushels is a practice that I cannot find any excuse for and one that I don't see how in any way the grain dealer stands any chance of making any money, and is a practice that the most radical speculator, I should think, would shun.

Item 8. A regard for the rights of competitors.

Item 9. A sense of justice for one's self and the public.

And item 10.—A sense of fairness with competitors and the public can be covered all in one argument:

I have never yet met a business man who did not have some particular system of principles and rules concerning his particular business, whether right or wrong, as a basis for his actions in handling every question that comes to him for decision. I have often questioned men as to why they did certain things that I knew were foreign to their standard of life and business training. The answer has been in almost every case, "I had to or the other fellow would get the advantage of me." I have often gone to the "other fellow" to get his side of the question, and it's always a complaint of the "other party." Business goes from bad to worse under these conditions. Why? Because of the lack of knowledge of business ethics. There should be but one rule in business and that should be a rule of fairness to all parties concerned. In my judgment "Live and let live" should be the governing element in business as it covers the whole line of human endeavor.

The question has often been asked "Are we our brother's keeper?" And in all questions of morality we say "Yes." But when we apply the question to business it is always answered "No," because we still

have the instincts of the cave man of ages ago who took what he wanted by brute force. We are somewhat more modernized in our methods, but the principle is the same, and in the past the dominating rule of business has been, "Do the other fellow before he does you." Out of this policy has come jealousy and selfishness, and from them arises every ill to which business is heir today. I hear you say "Yes, that's true, but what's the remedy; we can't make the other fellow see it." It's always the "other fellow," but did you ever stop to think that perhaps you are the "other fellow"? Have you ever stopped to think when you are tempted to resort to some sharp practice in a business deal, the effect it is going to have on your actions and your competitors' actions in the future? Have you ever looked at it from his standpoint? Have you made a "cut off" on your own business methods and discovered the percentage of shrinkage? Do it some day and see what it will show you. I am sure it will show some of the features in this indictment, and being men of intelligence, steps will be taken at once to eliminate some bad practices.

Have I proved my case? If so, then the remedy lies in a mission that the grain dealers' association has to perform in its work to be of benefit to the country grain dealer, and it will at once become an element of



LEE G. METCALF AND J. C. F. MERRILL

great use to the grain dealer in imparting knowledge that will be of practicable benefit.

A short time ago, in conversation with a grain man, I asked him if he belonged to the grain dealers' association of his state and this was his answer: "No, I do not. I used to belong but the only thing I could get out of it was a chance to pay my dues each year. If they could or would do something that would be of benefit to me as a country grain dealer, I would join again, but it seems to me they are only interested in me in so far as the collection of dues concerns them." I then asked him if he took the trade papers and his answer was: "No, I have enough expenses without adding any more to them." I did my best to show him that the expense of maintaining association and trade papers was an asset to him and not a liability, for I believe that no business can be a permanent success unless every advantage is taken to learn of and solve the problems connected with the business.

Knowledge a Necessity.

We have been told that 90 per cent of business men make a failure of their undertakings. I have never seen any statistics to bear out this assertion. However, we do know that a very large percentage of business men are failures at some time in their career, and we ask, Why? To me there can be only one answer: Not being familiarly acquainted with the business which they undertake. Some one of the old Roman writers said: "It seldom happens that men of studious turn acquire any degree of reputation for their knowledge of business." This may have been true in his day, but today he would have written it as follows: "It seldom happens that men not of studious turn acquire any degree of reputation for their knowledge of business." Men do not make failures in business because they are unintelligent, but because they lack knowledge of being able in management.

One, to be able in management, should be a close student of human nature in order to get the best results from employees. He should be able to tell if the men in his employ are giving their best efforts to the advancement of the business; if they are interested in

the growth of the business; if they are able to deliver just a little more than their contract calls for; and when he finds such an one he should be big enough and broad enough to recognize such employees by advancement in salaries and to positions of more importance, and in this way build up an organization that does team work, whose motto is, "Each for all and all for each." Big business of today is spending immense amounts of money developing the human element in their business. Now what can the individual do along these lines to bring about the same results? Let him study the same questions in regard to himself that big business does about their employees. Are you giving your best efforts to the advancement of your business? Are you interested in the growth of your business, or are you satisfied to go along in the same old rut from year to year? Are you doing just a little bit more for the public than is expected of you and thereby increase your income? Are you doing team work with your customers? Is your motto, "Each for all and all for each," or is it "Every man for himself and the devil take the hindmost"? If the latter then you are not able in management, and soon or late will go into the 90 per cent column.

Too Much Competition.

We do not have men entering into competition with us because they are unintelligent but because they have been persuaded to do so through some reason other than common sense. They do not perform the process of deduction to determine if there is any good reason or public demand for their entrance into any line of business. If they did, would there be a reason found for almost every country town in Illinois having from six to ten grocery stores, four or five dry goods stores, two or three hardware stores, two or more banks, five or six dealers in shoes, three or four elevators? Is it the right economic principle to have two or more men in the same business when one could fill the need? The absence of reason is the cause of too much competition, and too much competition is the ruin of business and a tax upon the people that should not be. Competition does not cure all economic troubles, but aggravates some of them, and some men in the insurance field are beginning to wonder if too much competition is the cause of the great fire loss in the country, and the fire insurance companies of the country have been asking this question for twenty years, and through the National Fire Protection Association every means possible has been taken to prevent the fire waste over the country, and the results of this Association have been very disappointing. There is a reason for this, and in my opinion it is due to the fact that the hazards they have studied have all been physical, and but very little attention has been paid to the human element in business. And now they are advocating the enactment into law of a statute making every property owner financially responsible to his neighbor for fire losses. Listen to their reason as to why this legislation is advocated:

Personal Element in Risk.

"For twenty years the National Fire Protection Association has been laboring to reduce the shameful and easily preventable American fire waste. For the past five years it has had in its efforts the co-operation of the most progressive and influential national organizations in its active membership. The results are disappointing.

"The National Fire Protection Association has prepared and put into form for popular comprehension engineering standards on every phase of fire protection and fire prevention. These have long been freely distributed to the public. The public remains indifferent.

"Revised building codes; high, expensive and efficient fire departments; enormous expenditures for water supplies and all other physical means have failed, and will fail to check the fire waste so long as the carelessness and indifference of the American people respecting it remain uncorrected.

"In view of the impoverishment of the nation by this reckless and unceasing waste, and the failure of all other efforts to interest the public in measures for its own economic salvation, this committee advocates the early enactment in all the states of a law that shall compel individual attention to this vital matter, by imposing legal liability for the results of carelessness and neglect. Such laws and ordinances have been operative in European countries for a century. It is in America only that careless individuals meet no restraint in their reckless destruction of the collective national wealth."

Do you realize what this immense waste amounts to in the United States? The U. S. Government reports show that the value of property destroyed by fire each year, together with the cost of maintaining fire fighting devices, amounts to \$6 per capita, or equal to \$600,000,000 per year, almost \$2,000,000 per day. The actual fire loss per day has reached an average of almost \$1,000,000, notwithstanding the efforts being made to reduce losses.

To illustrate my point that the companies have overlooked the human element entering into the fire insurance business, I call your attention to the fact that through the agitation for safe and sane Fourth of July's, the fire loss has been reduced from this immense average to \$100,000 for the day. This great saving has not been brought about by changing the physical hazards, or by legislation, but through educating

the people to abandon things that brought about such a waste of lives and money.

The great fire loss is a question of morals. By this I do not mean to say that all fires are of incendiary origin, for I do not believe there is one man in ten thousand who will deliberately set fire to property, either his own or his neighbor's, but I do believe that a condition of mind can be brought about by adverse business conditions where the individual becomes so discouraged and discontented that he becomes careless and does not take care of his property, refuses to put money into keeping it up because it is not bringing in any return on the investment, and many of this class of properties burn and help to swell the great fire loss.

I know these conditions exist, for in the past several months I have spent a lot of time trying to cure some of the defects in the grain business at certain points so that better conditions might prevail from an insurance standpoint. You cannot legislate men honest. No great moral question was ever solved by means of legislation, but great headway has been made through education.

Placing the Responsibility.

I believe the time will come when the mutual insurance companies, at least, will say to some of their policy holders, "You are conducting a business upon which you are losing money and have been doing so for some time, and unless you can show some income upon the property we are insuring we will be compelled to cancel our insurance because you are creating a fire hazard here against which we are making no charge and against which we have no rate to apply."

A system of rate making will be found to apply to communities where business is over-done. To communities that are controlled by one or more poor business men who refuse to correct their ways, the insurance will be higher than in communities where all business is on a money-making basis. This is a radical idea, but I can see no reason why an insurance rate should be the same to all classes and compel the good business man to pay the losses brought about by the poor business man. Personally, I believe that if I were an insurance underwriter, I would take the same position as the wholesaler of dry goods or groceries, and before I filled an order for new insurance I should want to know something of the applicant's past reputation and his ability to do business before I would issue a policy, for the reason that insurance is a commodity the same as other articles of commerce, and in addition is an extension of credit upon which to do business, the same as money from the bank.

In conclusion I ask: Is there a lack of knowledge among men in the grain trade over the country that is detrimental to the best interests of those concerned in the trade? And I answer: Yes.

Have you these conditions here in Illinois? And again I answer: Yes. And by your presence here in this convention you acknowledge there are certain features in the trade that need correction. One of these features is fire losses, and I hope it is one that will be considered from all of its different angles, and then through the co-operation of your Association and you as individuals, with the mutual fire insurance companies, steps may be taken to bring about better conditions in business in every way, for it is only through the broad conception of business relationships with each other that we know the world doth move.

The morning session was ended by the reading of a resolution of respect to the late Secretary Strong, which had been passed by the Missouri Grain Dealers' Association.

WEDNESDAY AFTERNOON SESSION

President Dewein started the afternoon session by reading his address, as follows:

In accordance with an ancient custom, as president of the Illinois Grain Dealers' Association, which honor you have seen fit to place upon me, I now present a short review of our activities.

What I have done, was done under a due sense of responsibility, with the best that was within me. I can only trust that I have made no mistakes and it is now for you, gentlemen, to pass judgment. I wish to invite your frank criticism of the work and a free discussion of the subjects which we shall here take up.

The death of our secretary, S. W. Strong, occurred at Urbana, April 18, and by which, not only our Association, but the whole grain trade of the United States, has sustained a severe loss. He filled the space allotted to him in the eyes of his troops of friends and through his noble character, his impress is left. He was tender and devoted, patriotic and faithful, honest and upright, and truthful, generous, unselfish, moral and clean in every relation of life. The Illinois Grain Dealers' Association stands a monument to his name, on which every grain dealer can conscientiously lay a wreath of esteem.

About four weeks ago, pursuant with instruction from your Board of Directors, Messrs. Metcalf, Wayne and myself, held a conference and appointed Mr. E. B. Hitchcock, as assistant secretary.

It is very good that we meet together, this being our twenty-second annual convention and I trust that it may be the means of producing results that will be of mutual and lasting benefit. Comparison of ideas

are always educational and broadening. A business life is a hard struggle and we, my friends, have built our business through years of toil and cannot afford to permit neglect or undue selfishness to creep within our confines. Our endeavors should always be along constructive lines and never destructive.

The question has arisen in my mind whether we as country dealers, fully appreciate the service we render our patrons. Do you realize how closely we are allied in forming and conserving new made capital more than any other wealth making commodity, which rules the prosperity of our great nation? We are the first servants of our patrons, the farmer, and I think also they are largely uninformed of our designs in the service we render.

Duties and Responsibilities.

Our duties are to handle their grain on as small a legitimate margin, as possible, providing facilities and finances, seeking best and most profitable markets, shouldering the risks and contingencies of loss. We should at all times, endeavor to encourage the growth and strengthen the bond of business relationship between them and ourselves, keeping before us always, those essential and fundamental qualities of integrity and honor. Let us wipe out the imaginary line, if existing, between the farmer and ourselves or even



TWO FORMER PRESIDENTS
E. M. Wayne and G. H. Hubbard.

between so styled regular dealers and farmer elevators. There are no regular dealers, we are all handlers for the farmer, service renderers, a modified form of public utility, and we might sometime find ourselves under the observation of the Public Utilities Commission.

Co-operation is the word, with them as with ourselves, in strengthening the weak places and correcting evils of our great grain commercial system. Friendly rivalry in business causes us to invent, to improve and to economize. Commercial competitors we are, commercial enemies, never. Investigation by the Government has stated "that the keenest competition prevails in the grain business." And to those of our members who are receivers, we desire you among us, that we acquaint ourselves with better understanding between our country shippers and those who receive our grain. We are insisting that you do business with our country dealers on true and honest business methods and that the country dealers also do business with you on the same honest methods.

The Year's Work.

Our year has passed in harmony. Our Claims' Department continues to improve in efficiency and growth, the moral effect of which has been a stimulus for the railroads to furnish better equipment and to eliminate loss as much as possible. The Scale Department has done excellent work. Having divided the state into several districts, thus encouraging the dealers to have their scales tested once each year while our experts are working in their districts. I can only urge that more members patronize our various departments, that they may grow bigger and more useful. Your Committee on Arbitration, has had fewer cases of dispute to decide than ever before, proving accomplishment of one of the objects of our institution.

At our Cairo Convention, resolutions were adopted to promote interest in crop improvement work, and acquaintance with the new Government grades. Accordingly we held meetings in the fall of 1914 to which farmers, business men, bankers, and grain men were

invited, at Decatur, Bloomington and Peoria. These meetings were huge successes and brought out a large and interested attendance.

The carlot delivery rule, urged by resolutions at Cairo, was passed by the Chicago Board of Trade, and is a step forward in liberality of filling contracts by the country shippers.

The State Utilities Commission has handed down a decision on the storing of grain and regulating same when practiced by country elevators, and is a beneficial advancement, but this decision requires further sifting of regulations to cover a broader field of control, in that there should be an equalization of charges made for storage in each town and section, and free storage should be eliminated.

Your officers held conferences with various railroads and others. While nothing of great merit materialized, yet at all times your interests have been closely guarded.

My friends, there is more and greater work ahead for us. Let us push forward in the broad and broadening fields of effort and enterprise. We are the largest state grain association, but there is still a large number of dealers throughout our state who should be members, to our mutual benefit. Because of the maintenance of the high standard of our Association, I find the attitude among receivers is a higher business regard for those country dealers who are members of the Illinois Grain Dealers' Association.

We should assist in establishing more uniformity in our various markets in adopting the new government grades. The matter of discounting off grades now becomes a bigger and broader problem than heretofore. It is unfair to discount No. 4 corn one cent under the present grade when the same discount was applied between No. 3 and No. 4 under the old grades. This should require our most careful and constant watch of development, working toward a basis of fair and just discount on intrinsic values.

Suggestions for Improvement.

Vigilance by your Legislative Committee and officers will be in order. There should be a better and broader understanding between the railroads and the grain dealers. Every country elevator should be equipped with correct and modern means for establishing accurately, the loading weights of grain and the railroads should not attempt to shift their responsibility in our just claims for loss in transit. They should co-operate with our scale expert in testing the loading out country elevator scales and assist in carrying his equipment.

Hardships should not be incurred on the elevator men by harsh and unfair leases of ground by the railroads, on which stand their freight houses for grain, built by us, and through which we load their cars for them. Prejudice of the railroads is cultivated in the public mind, by the railroads themselves, through the lack of fair and honorable business courtesy and dealings. The first steps must be taken by the railroads to eliminate various evils and bring about a better feeling of mutual respect with the shippers. The grain men, who provide the warehouses for the storing of grain which must await cars to load, furnishing the railroads their greatest revenue, are their best friends if they only knew it.

All terminal markets should furnish more complete physical car inspection blanks to support our shortages. A blank should be filled out for every car whether leaking or not. These blanks which, a few years ago, were not in evidence, have been the means of forming a stronger opinion of the terminal markets' weights and an inducement to the country shipper to carefully improve his facilities.

Trade Papers Deserve Support.

The grain trade papers deserve the hearty support of every elevator owner reciprocating, for their keen and untiring efforts, ever watchful of our interests.

In closing, I wish to return my sincere thanks for the many courtesies shown and assistance rendered by the various officers, committees and individual members, in making this year one of harmony and success. Our cornerstone has been set in the cement of friendship and is labeled "Honesty and Integrity." We have labored along those lines and as long as we continue to do so, our Association will prosper. And now my friends, let us one and all be moved to cultivate and preserve those qualities which have made us great and useful, thus improving our moral citizenship, securing an individual, commercial and social prosperity, whose course shall be ever upward and onward.

President James of the University of Illinois was on the program but could not be present. His place was ably filled by Dean Davenport of the Agricultural College. He stated that the University had nearly 6,000 students and 600 teachers and he called upon Professor White, director of the physical properties of the University, to explain some of the problems that this great number put upon the administration.

Professor White said that the University began its career in 1868 with one or two small buildings. In 1890 it had but four buildings, while today there are 40 on the campus and 40 other temporary structures in the Agricultural Department service. There are 73 acres in the old campus, 160 acres in the

south campus and 800 acres devoted to the experiments in agriculture. He pointed out the great difficulties of making the buildings follow any specific design, as they had to be changed and enlarged so rapidly to take care of the growing needs of the University. In some detail he described one or two of the structures, and explained the heating and lighting plant, all in a most interesting manner.

Dean Davenport then resumed his subject and showed how the new methods of teaching were producing much better results than the old, but they required more and better equipment to do it. He spoke of the needs of the University and showed that, although these demands seemed large, in proportion to the results that had been and might again be accomplished they were very small. A university must be efficient in teaching and exact in research so that when it answered any of the multitude of questions that were put to it each year, in every answer it could be right.

SECRETARY MERRILL TALKS ON GRAIN TRADE ECONOMICS

Secretary J. C. F. Merrill of the Chicago Board of Trade commanded the closest attention in his reading of a masterly paper on "Truth and Error in the Economics of the Grain Trade." Some points on this subject Mr. Merrill has made before in addresses which have been reported in this journal, but the careful detail with which each point in the above address was worked out will make this one of the classic utterances upon the subject. Its length, however, precludes full repetition in this issue, and rather than detract from its value by omissions, we will print it in full in a later number.

BERT BALL ON CROP IMPROVEMENT

The address of Bert Ball, secretary of the Crop Improvement of the Council of Grain Exchanges, gave an address which will be found in the Crop Improvement Department on another page. He called upon Mr. Harris, chairman of the Agriculture Committee of the National Bankers' Association, and Dr. Heironymous of the University, both of whom described briefly what their organizations are doing to further crop improvement work throughout the country. Both pointed out to the grain dealers the opportunity they had in being of service and in leading their several localities toward more and better grain.

REPORTS OF COMMITTEES

The Executive Committee reported that it had not been called upon to discipline or expel any member during the year.

The Legislative Committee mentioned only the Anti-sweeping Bill, which passed the legislature and was vetoed, but had again been presented. The Committee urged each member, in event of the bill passing again, to write the Governor requesting him to sign it.

The Arbitration Committee reported that the three cases they had been called upon to decide were concerned with question of expired contracts and delayed shipment, and called attention to the new Rule 7 of the Trades Rules, adopted at Kansas City last Fall:

When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty to at once advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer at once to elect either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit.

If the seller fail to notify the buyer of his inability to complete his contract, as above provided, the liability of the seller shall continue, until the buyer, by the exercise of due diligence, can determine whether the seller has defaulted, when the buyer shall immediately (a) agree with the seller upon an extension of the contract to cover the deficit; (b) cancel the contract outright, or (c) buy in the deficit for the seller's account.

The Scales Committee reported on the good work done by Mr. Betzelberger and his assistant, Mr. Sowa, who since July last had visited 194 towns, tested 384 scales and repaired 57. Every member was urged to have their scales tested each year.

The Claims Committee reported that its department had over 400 more claims filed this year than last, and that 22 more members had made use of it. The amount of the claims filed was \$26,751.54, of which \$15,077.32 had been paid, with 885 claims on

hand unsettled. This is a fine record and could be much improved if every member would avail himself of the Department.

REPORT OF NOMINATION COMMITTEE

The Nomination Committee reported the following recommendations for officers for the ensuing year: President, Victor Dewein, Warrensburg; vice-president, J. B. Stone, Mattoon; treasurer, C. C. Miles, Peoria. Directors, to serve two years each: E. E. Shultz, Beardstown; B. P. Hill, Freeport; E. M. Wayne, Delavan; R. C. Baldwin, Bloomington.

The report of the Committee was not unanimous, Henry Stanbery dissenting on one director. He moved that the election be the first order of business in the morning, which was carried.

THURSDAY MORNING SESSION

Senator James Hamilton Lewis opened the last session of the meeting with an address which will be long remembered. His assigned subject was "The Importance of the Grain Trade to the United States,"



MR. AND MRS. W. E. SHELLEN

but, as he explained, the events of the last few days prompted him to change it to "Our Country of Today." He expressed for Senator Sherman regret that an abscess in the ear prevented his being present, and then launched into his subject with as fine a flow of oratory and wit as the Association had ever been privileged to hear. He emphasized the importance of every man keeping informed of the state of the country and his own relation to the national life.

The Present Crisis.

After a masterly review of the recent history and present condition in the Balkans, in Mexico, in Western Europe and in the Orient, he spoke of the present crisis in this country as follows:

In the conduct of government the first principle on the part of the administrators must be discretion—without which all other virtues are of no avail. To those who demand of President Wilson that he should be precipitate and sudden in declaration of hostility or in demand of reprisal against Germany because of the late sea horror inflicted upon the *Lusitania*, let it be recalled that if President Wilson obeyed their behest and leaped with passion or vengeance to wreak the resentment naturally felt in the hearts of some of our people, he would bring upon his nation and upon his citizens consequences far more disastrous and appalling than we already have experienced. Should he proceed before he was justified through information, and advance before being completely prepared to sustain his position, the first effect would be that the hundred thousand of Americans who are in Germany—four thousand of whom are from Illinois—would be dealt with as enemies, imprisoned as prisoners of war, many shot as spies, all either forced to flee from

the country without a possession or a dollar, or remaining in the country to have everything they possessed confiscated by the nation and treated as England is treating the Germans in England and as Germany is treating the English and French in Germany—all as enemies.

The Effect of Ill-Considered Action.

Again, let us ask, what step would be the only step this nation could take if President Wilson was forced to action without deliberation and preparation? Would it be open war at home upon our fellow citizens who are Germans—who are not responsible for the unfortunate mishap and who as our neighbors deplore it from their hearts? The answer is, no, that could not be our course. Then it would have to be to send our navy across the seas to invade the cities of Hamburg and Bremen. Let it be remembered that the moment such were to transpire in haste and before due preparation, our country would be confronted with one of those quick transformations which happen in European politics. The issue between Russia and Germany would close at once. Russia would become at once the ally of Germany because of their mutual interests and joint association by a common border. The fleet of Germany and Russia would confront us in Europe, and from the Orient we would have Japan settling her differences with China upon the common grievance that Asia has against America—of not letting their citizens in this country. They would take advantage of our situation, seize the Philippine Islands, move towards the destruction of the Panama Canal, bombarding the Pacific Coast, with a view of enforcing the demands from the United States in the hour of our peril, such as has been forced by Japan upon China. If Britain were inclined to befriend us, she would be powerless, her fleet and her armies in conjunction with France being engaged against Germany in the European war zone. To this there may be added many other suggestions—all to remind you that the President and his advisers have wisdom in the calmness and slowness of course in order that we may be prepared for what we do, and do the thing that is done in such a prepared state as will maintain the traditional victory and honor of the American nation.

A Defense of the Navy.

Much cry has gone forth that we have not a navy in sufficient numbers and strength to meet the present condition.

Let it be remembered that Admiral Mahan in his work on the navy quotes from an eminent authority in the assertion that it takes "twenty years to build a navy, ten years to construct a fleet." You will see that no administration or any one political party could be blamed for a navy not being perfect which would require ten or twenty years. The present administration has been in but a little over two years. It naturally could not remedy in two years the omission of ten or twenty years. The Republicans were in power at the time when there was no suggestion to them of the necessity of a navy further than to execute our traditional policy—peace at home, guardianship of our own coasts. It was never the policy of our nation to have a navy so powerful as to enter into the seas of the earth for the conquest of worlds. Now one thought must submit itself to you. Even had it been the object of Republican or Democratic administrations to do nothing more than construct a navy to an extent exceeding that of any navy on earth, could they have anticipated the present world's conflict, something that has never been paralleled in the history of mankind? Germany and England, nations ever preparing for war, never dreamed of such a situation as the present, and each finds itself unprepared! Could it have been expected that a peaceful nation like the United States, far removed from these theaters of war, opposed by policy to conflict for possessions and conquests, could have builded and prepared for that which none of these war nations ever dreamed could ever happen? Then let it be remembered that if every hour of our time and every dollar of our possessions had been given to nothing but a navy, what avail now would such navy have been? The ships of twenty years ago would have been useless according to the new inventions ten years thereafter, and would have been rotting in the dry-docks. The navy of ten years ago with the submarines coming into perfection five years ago would have been to a great degree useless and obsolete five years ago. Many of the constructions of the last five years, in view of the torpedo fleet and the airship innovations, are of little use in the present year. If all this were not true the old navy of Russia would have prevailed over Japan in 1904, that of Turkey would now prevail over the allies in 1915 there in the Dardanelles. Thus, one must stop and reflect that condemnation is easy to indulge in, but philosophy and discretion must possess the mind before action should be undertaken of any kind whatsoever which involves the fate and future of a great government such as the United States.

President Wilson has been a student of history, he has been a writer of history, he lately has been a maker of history, and by the history of men and nations he is being guided. Let us as Americans feel that he as our chief magistrate, having made manifest his confidence in the guidance of God and his sure belief in the patriotism of his people, will through these two agencies be directed to a sure course that for his country will be a safe one and for all our citizens will bring an outcome that will be righteous and honorable.

"The Fundamentals of Business Building in Relation to the Grain Trade" was handled in a most interesting manner by H. N. Tolles, vice-president of the Sheldon School, Chicago. In part Mr. Tolles said:

Success in life comes from following nature's laws. There are three kinds of laws, laws that are made by man, laws that are made by custom and laws that are made by a supreme being. Man-made laws change but nature's laws never change. Nature's laws are fixed. We know many of them. The progress that is being

seen, and yet I have it in my pocket. Let us see the hands of those who would believe that? (Several held up their hands.) I see more hands. Those of you who know, don't tell. Suppose I say that I am going to take out of my pocket that which I have never seen, you have never seen and no one has ever seen, and I am going to actually show you something that nobody has ever seen. How many would believe that? Let us see the hands. (The same hands raised.) Suppose I say to you that that which I take out of my pocket that I have never seen, you have never seen and no one has ever seen, and that I am going to show to you, will

saw something in this convention that nobody had ever seen before. Now that which I show you is about to disappear. I will never see that again (eating it), you will never see it again, no one will ever see that kernel of that almond again.

So, I state again, confidence is the basis of business. We are judged by our weak statements and not by our strong ones. No man in the presence of a man whom he seeks to influence in business has any right to say in the presence of that customer something that that customer does not believe unless he demonstrates and proves it before the prospective customer gets away from him.

Business Building.

Now there are many other basic laws which operate but I want to work out this law of confidence before you here on the blackboard showing the various things which do operate in the building of a successful business enterprise. As a basis for our work I want to draw three concentric circles. This outer circle I am going to call Business Building. You gentlemen are in business to build a business. There are just two essential things in the building of your business, and that comes out in our definition. "Business building is the power to make permanent and profitable business." In other words, permanency and profitableness are essential. We are living in the age of cost accounting when we are getting things figured down to the fraction of a penny. Many businesses, many elevators have gone shipwrecked because they didn't count the cost and they didn't know whether they were making or losing in their individual transactions. There is no use of attempting to do business with a person if every time we do business with him we are going to lose money. Of course, I need not talk to you about the importance of permanency in business.

Salesmanship.

The second circle is salesmanship. The body of your institution is business building, the life blood of your institution is salesmanship. What is salesmanship? There have been a great many definitions given but the best definition that I know is the one that centers around this pod of P's, if you please, salesmanship being the Power to Persuade People to Purchase at a Profit that which is for sale.

Always keep in mind the law of mutuality of which Mr. Wanamaker used tell us when I was connected with his organization, that every transaction to be a good transaction must be mutually advantageous to all parties concerned in the transaction.

Now, gentlemen, what I am trying to illustrate is simply this, salesmanship is persuasion; salesmanship is a universal principle which applies to every institution. and the institution which says that they do not employ salesmanship in their business is not making profits. In other words, salesmanship has to be applied either directly or indirectly, and sometimes indirect salesmanship is more potent than direct salesmanship. I maintain



MESSRS. PUTNAM, JACKSON, FELT, HANNAH AND FOSS

made in the business world today is due to a recognition of the fact that there are governing laws and principles which, if followed, will bring success, and which, if violated, will cause failure.

Study with me the successful men and institutions of this country, as I have had possibly a rather unusual opportunity, and you will come to realize that every time you find a man who has made a great success he has made that success because he has consciously or unconsciously harmonized with nature's laws; and every single time that you find a failure, the reason for the failure stands out so plainly that you can usually put your finger on the laws that that man has violated which have caused his downfall.

The Law of Confidence.

The greatest law that operates in the business world today is the law of confidence. I like to state that law this way: Every word that a man speaks, every act that he performs and every thought that he thinks either adds or subtracts confidence in business. Let us illustrate that in the simplest sort of way. You take the humblest employe connected with any one of your companies. That employe cannot go home tonight and sit around his little family circle with no one there but the loved ones and say a knocking or disparaging thing about the management of the business, about his fellow-employees, about the institution, about the public which patronizes that institution, and go back on the job tomorrow and do as good a day's work as if he had not said that thing. Why? Simply because we are coming to recognize that thoughts are things. "As a man thinketh," they used to say, "in his heart so is he"—they don't say now, "in his heart," because we don't think with our hearts. Our thoughts are expressed in our feelings and our feelings are expressed in our conduct; and so as managers of men, as I recognize you men are, one of the most important, essential features in the successful handling of a number of people is to keep those people in an attitude of boosting and not of knocking, if you want to get the best results from them.

The Test of Confidence.

I have tried before, Mr. President, a little test of the confidence that the public have when I am speaking, and if it is not too old I would like to try it now with your permission. I want to see how much confidence this convention has in the speaker, and in that way I can determine to a degree how long I ought to talk this morning. Suppose I put it this way; suppose I say to you something which in the light of your own experience you couldn't believe to be true, how many of you would believe it simply because Tolles said it was a truth? I want you all to vote. I want to see the hands of those who would believe the thing to be true contrary to their own convictions and experience simply because I said that it was true. (One held up his hand.) I wouldn't be at all surprised at so small an affirmative vote down in Missouri where there is so much of the "show me" spirit, but I really ought to get a better vote than that right here. Let me come a little closer with an actual, tangible experiment. Suppose that I say to you that I have in my pocket that which I have never seen, you have never seen and no one has ever

disappear; I will never see it again, you will never see it again and no one will ever see that thing again. Let us see the hands. (Several held up their hands.) Again the same old guard stands by, but there are not quite so many.

The Proof.

I hold in my hand gentlemen, that which I am going to show to you and that which I have never seen. Let me say this to you: I am not going to believe any more in your company and your proposition than I believe in the man that puts your proposition up to me. Every word that that man speaks, every act, and I honestly believe every thought that he thinks in my presence when he comes to explain his proposition determines the amount of confidence that I am going to have in



THE MACHINERY EXHIBIT

him. All he says is judged in the last analysis by the weakest thing in his statement. Now if I fail to make good on this little test you haven't any right to believe any other thing that I say. If, on the other hand I can prove what I have said, I have just gone one step further in the gaining of your confidence which I most earnestly seek. Now, the proposition, is, that I hold in my hand something that I have never seen, no one has ever seen, and I am going to show it to you right now. There is the kernel of the almond (after breaking open the shell) which sees the light of day for the first time. Did you ever see that before, Senator? (Senator Lewis: "I've seen a great many nuts, but not that one.") No one has ever seen that before. You can tell the folks at home as you report this convention that you actually

that the lawyer who stands before the judge and a jury is a persuader, a salesman, the doctor as he sits beside the bedside of that sick patient is a persuader, a salesman, the minister of the Gospel as he stands before this congregation is a persuader, and I honestly believe that if the ministers of the gospel in the United States should wake up tomorrow morning with the realization of the fact that they were salesmen as well as ministers that you would find more business men in the pews. The stenographer as she sits at the typewriter transcribing her notes is a sales girl. She is paid for the quality and the quantity of her goods that she is able to deliver—on a commission basis just as every other one is. I think that one of the greatest fallacies in business is for a man to say, "I am paid a salary," because in

the last analysis every salary is figured out on commission basis.

Matrimony is a sales game. I have tried it. I know. I say sometimes that if I had known one-half as much salesmanship during my courtship as I know now—and I don't pretend to know it all by any manner of means—that I could have landed my prospect in half the time. It took me ten years to land my prospect. Now you catch my thought that salesmanship is persuasion, but there was two kinds of persuasion. There is persuasion tempered with the law of mutuality, and coercion, which of all things in this world I most detest. In the old days the man that was the stronger man physically was the supreme man. It was a case of "the biggest dog gets the bone." Now then what is the difference in business whether that salesman or salesmanager gets the bone physically or whether he gets it mentally? If you are stronger than I mentally and you use your mental powers to coerce me to do that which you want me to do, I maintain that it is just as vicious as to use physical power to get me to do the thing that you want me to do. So keep that thought in mind that salesmanship is persuasion tempered with the mutuality thought.

Service the Heart of Business.

Now the body of your institution is business building, the life blood of your institution is salesmanship, but the heart that pumps the life blood of salesmanship into the body, business building, is service. Yours is a semi-public service institution, and to my mind it typifies the spirit of the present age. The man that can render the greatest service today is the greatest man, and what a splendid thing it would be if those nations who are now at war could come right out tomorrow morning and look at each other from the attitude, "How can I render you the greatest service? How can I help you most," instead of "How can I make you bow before me?" Grain dealers will never be free from differences until they come to a point where they realize that no man is independent, that no man is dependent, but in business today we are all of us interdependent, and when they go out seeking to do as much as they can, knowing that Emerson's law of compensation will bring to every man in time his own, then we are going to see the millennium as far as business conditions are concerned.

Someone has said, that "no institution is any greater than the elongated shadow of a single being," and so your institution is no greater than your ideals worked out in your organization, your personality. And what is personality? If you will pardon a personal illustration I would like to tell you about a class I organized in our work, in San Francisco. It was with a co-operating or inter-locking concern in Los Angeles where the proprietor had secured the services of our instruction for his men. I went up to San Francisco with the highest kind of a letter of endorsement from the Los Angeles proprietor telling what they had done and advising them to do the same. When the lecture was delivered and the votes were in, all of them came in to the San Francisco class but one. A singular thing in my experience; the highest man in production of sales stayed out. The proprietor the next morning said to be, "Mr. Tolles, I would like to have you to have a talk with this fellow." I said, "I will gladly do so." I went up to him and said, "I understand that you are not going to take this work. Why not?" "Well, I don't need it. Those fellows need it worse than I do. When they get up to the point where they can produce as much as I do I will take some means to keep ahead of them." I said, "I want to ask you a few questions. How do you get your business?" "Why," he replied, "I depend upon my personality." I said, "What is personality?" "Well, personality is, let me see, personality is—" he was rather a good looking fellow—"Well, really, if I told you what I think personality is you would think I was flattering myself," so I think he thought personality was good looks. I said, "When a man fails to do what you want him to do and he puts up an objection to your proposition, how do you answer him?" "Oh, I would depend upon my intuition." I said, "Is that so? What is intuition?" "Now, let me see, intuition, what is intuition? Intuition is—well, that is a pretty big question. I would have to frame up a definition for it. I couldn't tell you just exactly what I consider intuition." I said, "You tell me that you get your business through your personality and you handle your objections through your intuition and yet you can't tell me what either one of them is."

The Watch-face Test.

I noticed that he had a watch chain and I said to him, "You look at your watch a number of times a day. Let me ask you this question: How are the figures on the dial of your watch indicated? Is it VI or is 6?" "Why," he said, "It is the English 6." I said, "Are you sure?" "Yes, sir, I bet it is." How many of you think that the six on your watch is indicated by the VI? Let us see your hands. (Quite a number of hands were raised.) How many of you think it is indicated by the 6? Let us see your hands. (About the same number.) Look and see (laughter). Please excuse me. I couldn't withstand the temptation.

Now I said to this fellow, "There are lots of business men that are doing business today and they don't know how they are doing it. Education is saturating the atmosphere of business today. We are coming to try to find out how and why we do things in business." Now I will tell you what I think personality is

Personality is that thing which rings true in the man's voice, that which flashes sincerity in his eye, that which in every word, deed and thought of the man is calculated to do just one thing, and that is to inspire confidence. When we come to realize that one thing, we are going to handle people differently, I believe.

Now then, personality rests upon the mind and upon the body of the individual. The total of the mental and the physical qualities go to make up that man's personality. There is no such thing as a healthy mind in a diseased body. Therefore, the importance of keeping the physical animal in good shape. Here we have the power of endurance. We have under the mental man psychological division, (1) the thinking, (2) the feeling and (3) the willing powers. I wish that I might have the time to go into the psychological discussion of all



WM WHEELER, E. E. SHULTZ, U. J. SINCLAIR
AND ED. HYMSERS

the qualities. Under the thinking division of the brain we have such qualities as observation, concentration, memory, judgment, reason and imagination, all qualities of the intellect. The present tense of the mind is thinking, the past tense is remembering, the future tense is imagining.

Few men think, some think they think, and others just think that they think that they think. It is an important thing to know what we think and how we think in order that we can construct our thinking to more successful ends. With the thinking qualities developed we have the man of "ability." We have the able fellow.

The Qualities of a Man.

Under the feelings we have such qualities as faith, ambition, courage, love, hope, reverence, earnestness, honesty, justice, enthusiasm and like that which gives us the man of "reliability." You know as well as I do that the thing that raises pay quickest today is reliability. The greatest ability there is in the world is



THREE ASSOCIATION OFFICERS
Treas. Miles, Vice-Pres. Stone and Pres. Dewein.

reliability. You and I want that man who will stand where he is hitched, the fellow that will say to our back exactly the same things that he would say to our face, the fellow that would perform in our absence exactly the same way as when we are present. Reliability, but that is not enough. We want something else. We want the man who has decision, activity, perseverance, punctuality. It is a law (everyone of these can be stated in a law). "If you would be successful you must be punctual." The man who violates a law is a criminal and many of us are criminals in the violation of these laws. It is a law if you would be successful you must have a good memory; if you would be successful you must have physical endurance, and when we violate nature's laws we must pay the penalty, not the other fellow. If I have an appointment with you at 3 o'clock and I don't get there until 3:30 you say I have made you suffer, but I suffer. I have to pay the penalty for the violation of that law. So here we have the man of "action" with the qualities of the will power developed. Now those qualities developed in the man make the all

around man in business. Here we have Ability, plus Reliability, plus Endurance, plus Action which equals success. The initials spell Area. The area of any man determines the degree of his success.

The only way that two men differ physically is in the degree of the development of their physical parts, and the only way two men differ mentally is the degree of the development of their mental parts. Every normal minded man has each of the sixty qualities, and the only way you and I differ is in the degree of the development of those qualities. You can talk about the development of your men along the technique of your business, and that is important, but proprietors all over the country are coming to recognize the truth that their responsibility does not stop when that pay envelope is filled as per promise.

The Nourishment of Mind and Body.

Now everyone of those questions through true education can be handled just exactly the same as the development of physical muscle, by food and exercise. You can develop any mental muscle by proper food and proper exercise. Properly feed or nourish and use any quality and that quality will grow.

So, properly feed and nourish the body and you have more endurance; properly feed and exercise these mental qualities and you have more ability, reliability and action, and that gives a stronger personality; our power to persuade in the community is going to be greater and naturally we are going to have a more permanent and profitable business, and that completes my whirligig of business.

I maintain, ladies and gentlemen that you can poison the mind just exactly the same as you can poison the body, and that the average man today is feeding his mind upon "husks" instead of nourishing mental food that will make him a bigger and a better man. Everything that you have ever heard, seen, smelt, touched and tasted has been taken in over sensory nerves and is indelibly recorded in your mind. All you are today is a total of all those impressions that you have received plus the use you have made of them. The food that we feed our minds upon is either good food or is bad food. Much is being said nowadays about this pure food law. How I wish it were possible (and I wish that it were possible for the Senator here to introduce a bill in Congress to bring it about) to so label every single story with a certificate that it was "a pure mental food story" before it is told. I was talking along this line down at Battle Creek one night several years ago. I was employed to deliver an address before the employees of the largest department store. I said that I could take a vial of carbolic acid and pass it around to that audience that night and if everyone would drink enough from that vial of carbolic acid and not get proper relief he would pay the penalty by death; and in the eyes of the law whether I knew what was in that glass or not—many people say if you don't know what is in it it won't hurt you—but whether I know it or not, in the eyes of the law Tolles is a criminal. I would have to pay the penalty, and yet I told them as I now tell you, I could tell you a vile, filthy story that would poison your minds and somebody would be foolish enough to tell it so on and on this story would go poisoning minds. I told them, "Only this afternoon over here in the Post Tavern I heard a story that I would give twenty-five dollars if I had never heard it. I am going to perform a service to mankind by stopping that story right here. I promise you I will never repeat that story" and I never have. I talked along that line and went back to the Post Tavern. I was tired and sat down on my bed in my room when someone rapped on the door. I said, "Come in." The door opened and there stood in that door the man that told me that story, and I was conscious for the first time that that fellow was present in my audience when I was talking about him. He came in and as he paused reached out his hand and shook my hand. I thought he would crush it. He paused it seemed to me a tremendous time. It may have been only a few seconds and then finally as he looked me in the eye and said, "Mr. Tolles, I promise, that I will never repeat that story or another like it." I said, "Good," and he sat down. We had about an hour's chat and then it was that I was determined that if I could ever have any power with men I would get them to see the fallacy of this thing of handing out mental food which poisons. I believe that you agree with me, and if you do I would like to have you, not sign a pledge or contribute any money or indicate anything other than that you go out of this meeting with a determination that, "I am going to do all that I can to use my influence to keep pure mental food before people, and not poisonous mental food."

I would like to close my address, Mr. Chairman, by referring to an old Arabian proverb. I believe that I have already talked too long. A good many speakers are like the railroads that run into Chicago, they lack terminal facilities. The best terminal that I have ever found for an address of this kind is that old Arabian proverb with which many of you are no doubt familiar. "Man is four."

He who knows that he knows,

He is wise, follow him.

He who knows and knows not that he knows,

He is asleep, wake him.

He who knows not and knows not that he knows not,

He is a fool, shun him."

The greatest disease that afflicts men in business

today, I believe, is the disease of know-it-all-itis, which is a much more dreaded disease than appendicitis. My experience in handling men teaches me that one of the most difficult things that any man has ever tried to accomplish is to get that fellow who is afflicted with the disease of know-it-all-itis to cut it out. Now the last:

"He who knows not and knows that he knows not, He is a child, teach him."

All wisdom comes when we are able and willing to humble ourselves as little children, recognizing that we can learn from one another. One of the splendid things that I see here is the fact that you men are eager to learn from one another and you put yourselves naturally in that class and pass your endorsement on the class that "He who knows not and knows that he knows not."

Mr. President, if I have said anything that has done any good, any one single point, I know there are men here greater and mightier than I, but if I have done any good or refreshed your memories along lines which are already familiar, I am glad that I had the opportunity of speaking. If I have said anything that jarred anybody I will see you privately after the meeting.

DISCOUNTING GRAIN ON INTRINSIC VALUE

A. H. Shelby was called upon for his address on the above subject, but the time of the meeting was so nearly consumed that he begged to be excused, with leave to extend his remarks in print, as they say in Congress. His prepared address was as follows:

The rules for the grades for commercial corn as promulgated by the Secretary of Agriculture effective July 1, 1914, are admitted by most dealers to be a decided improvement over the system it superseded. But experience has taught us that this system is not perfect, and it is this imperfection which this resolution endeavors to correct.

Under the present system of grading the grade is established by the highest allowable percentage of any one content.

Unequal Corn Values.

Corn may contain less than 14 per cent moisture, less than two per cent damaged corn, less than one per cent foreign material, less than two per cent cracked corn, and still grade No. 5, because it contains more than one-half of one per cent heat damaged or mahogany kernels. Such a car of corn would contain an actual perfect corn content of more than 80 per cent after eliminating all moisture, all damaged corn, all foreign material, all cracked corn, and all heat damaged or mahogany kernels, and yet under the rules grade No. 5. Another car may contain 21.5 per cent moisture, 10 per cent damaged corn, three per cent foreign material, five per cent cracked corn, and one per cent heat damaged or mahogany kernels, and still grade No. 5. Here is a car containing 50.5 per cent actual perfect corn, and is given the same grading as the former car mentioned with a perfect corn content of more than 80 per cent. A system that will permit such a wide difference of actual values to be graded the same grade is unquestionably imperfect to say the least for is there the least doubt but that the first car was far superior in quality to the second, yet under the present rules they are given the same grade.

If we are to support the contention that the presence of an excess of any factor is a basis of discount if an excess of moisture makes corn of less value, than by the reasoning an absence of moisture makes corn of better quality. If an excess of damaged grains makes an inferior grade, then by the same reasoning, an absence of damaged grains must certainly improve the grade. If an excess of any of the factors is a detriment to the product then by the same token, the absence of any of the factors must give us a better product. I have yet to hear a valid objection to buying corn on the basis of actual corn content.

The Factors in Grading.

Some may say that some of the factors have greater weight in establishing the grade than some other factors, and so they do, but can you tell on the instant, how they rank? You would naturally think moisture and damaged grains would come first. As a matter of fact, cracked corn and foreign material come first with an increase for each, of but five per cent from the maximum for the No. 1 grade to the maximum for the No. 6 grade. Moisture comes next with an increase of nine per cent between the two extremes, and damaged grains last with an increase of 13 per cent from the maximum for the No. 1 grade to the maximum for the No. 6 grade.

Any objection to be valid would be based upon a condition that would be extreme for any one content. For instance, no cracked corn, no damaged grains, no foreign material would require a moisture content of 26 per cent to bring this corn down to standard corn, but you will note that there is a provision whereby standard corn can contain no more than 21 per cent moisture, nor can it contain more than nine per cent damaged corn, nor more than three per cent foreign material, or six per cent cracked corn. It could not contain this maximum moisture and maximum damaged corn and still be standard corn even though it contained no cracked corn or foreign material. It could not contain 21 per cent moisture, three per cent foreign material, six per cent cracked corn, with no damaged corn, and still be standard. This gives a standard

corn with limits and also gives us a basis for discounts and this is an important part of this resolution.

You will note that this basis providing for a discount rate of one-fourth of one per cent for each one per cent below 70 per cent or major fraction thereof, and the same rate of premium above 74 per cent.

I wish to say here and now, that I am not in favor of any system or basis of discounts that does not provide an equal basis for premiums.

The Basis for Discount.

Mind, you, I am not advocating a discount that any market shall pay, nor am I contending that all markets can afford the same discount nor am I claiming that any market can afford the same rate of discount at all times. These are facts that are governed largely by the conditions at the respective markets; but I do claim that the receivers will be 10, 20, 30 days ahead, and they should base their discount bids on the basis of what conditions are, and will be, within the limit of their bids. This will work to the advantage of both the shipper and the receiver, as it will give the shipper a line on the conditions of the various markets. He will there be in position to ship his corn to the markets when the better conditions prevail. It will be to



A RAIL BUT NO BAR

the advantage of the receiver, in that it will keep conditions in his market at a better balance. As it is now, a market over supplied with the poorer grades of corn will usually put out the best bids for the No. 3 or better grade, saying nothing about the discounts they expect to make for the poorer grades, with the result that the discounts are abnormal. The shipper knowing nothing about the conditions of this market ships what he has to ship on the bid and if it is off grade stuff suffers a discount out of all proportion to the real condition of the corn, and in direct proportion to the condition of that particular market.

Now, mind you, I am not saying that the receiver has benefited in the least, by this excessive discount. He did want the better stuff as he could mix it with the poorer quality on hand and thereby raise its grade and find a market for it, but instead of getting the better grade he receives stuff equal to or worse than what he already has too much of, and it may be that his acceptance of the stuff even at an excessive discount is to his financial loss. It perhaps would have been better for him had he not had the grain at all, and it would have been better for the shipper to have sold his grain to some other market not in this abnormal condition. Under this resolution the receiver would indicate the actual or probable condition of his market by his variation from the discount basis; then the shipper would know where he had best ship the poorer grades and where the better; the better grades would go to where the greater demand for it was, as also would the poorer grades go where it was less in supply; so that the conditions of the markets would be automatically balanced.

Discounting Not for Profit.

Now this reasoning applies to the receiver that is honest with the shipper, and I want to testify to the fact that most of the receivers in all of the markets are in this class, but experience has demonstrated that in some markets there are some receivers that discount for profit. This class of men are a detriment to both the shipper and the markets where they are located.

I can see no reason why this resolution would injure in any manner an honest conscientious receiver and in fact I can see where it would add to his peace of mind and to his financial benefit.

Now I have had given me two serious objections to this system of percentage. One by an inspector, who claimed that it would add to the difficulties of inspection to figure out and remember the percentage for the various grades. This being particularly true when the grades shall have been established for wheat, rye, oats and barley, along the same lines. We have eliminated all reference to the grades for this particular reason, thereby simplifying rather than complicating the inspection.

The other serious objection was from Dr. Duvel, in which he points out that many of the consumers wish to buy corn of a particular quality. Some may want corn of low moisture content or it may be any other governing factor "and unless the identity of all the factors are retained they would not be sure of getting what they want."

Gentlemen, we have retained the identity of all the factors and made them a necessity in determining the quality of the corn, and I think the receivers will agree with me that these special consumers may buy any quality of corn they want if they are willing to pay the price.

There has been comparatively little complaint on the grading of the present crop, the best in quality, I think, in a quarter of a century.

Losses Great in Normal Years.

But, gentlemen, this is not a normal condition and you know it. What of next year? And the year after? And the succeeding years? Gentlemen, now is the time to adjust these rules to meet coming conditions. Don't wait until the conditions are upon you, and then lose all of your religion every time you receive the returns on a shipment of corn. Even this year, I was discounted two cents per bushel on a car of corn containing 7/10 of one per cent excess moisture in spite of the fact that Dr. Duvel is quoted as saying that "an excess of 5/10 of one per cent moisture is of no commercial importance." What can you expect when you have a real poor quality of corn to ship? What is your guess as to what your discount will be? And that is what it means now, just a guess, and on that guess you discount the farmer. We want to quit guessing at things; we want to know what to expect and we are entitled to know. Now we don't know. Perhaps today the discount in a particular market will be reasonable; but tomorrow, or next week, it may be very excessive, and the reason usually given is that they are over supplied with the poorer grades of corn. Yet the receiver knew when he sent out the bid upon which you sold the corn that this condition was already upon him, or was imminent. The shipper did not know this so he discounts the farmer on the basis of the discounts he had been receiving for that grade of stuff thereby losing money because this excessive discount is suddenly sprung upon him. Gentlemen, as a matter of right, the shipper should know the discounts he will get for off grade grain at the time he makes the sale.

The Justice of Correct Discount.

The Grain Dealers' Association as an association, and each member as individuals, I think, want to be fair with the ultimate consumers of the grain products which they handle. They also wish to be fair with the receivers in the terminal markets who find a consuming market for these products. They also wish to be fair with their farmer friends who produce these products, and they wish also to deal fairly with themselves. There is no precedent in any of the chronicles of equity and justice that entitle either the consumer, the receiver, the shipper, or the producer an unjust advantage over either, or any of the others. The farmer is not in a position to demand as a matter of right, that he receive full price for an inferior grade of corn, and on the same basis, the receiver is in no position to demand that he shall only pay a No. 3 price for No. 1, No. 2, No. 3 corn.

Nor, is it fair to the shipper that this matter of discounts be left to a daily fluctuation according as the condition of the markets may vary from day to day.

Now, gentlemen, this resolution is in your hands, it is up to you to say what shall be done with it. An adoption of this resolution means nothing unless you are ready to back it up by a patient, insistent, persistent effort to have it adopted by the Department of Agriculture and the various markets.

ELECTION OF OFFICERS

The election of officers brought to a head a subject that had been in the air for some time. In addition to the names presented by the Nominating Committee, Harry Allen was nominated for director. The contest centered in the point as to whether or not a broker or receiver should be upon the directorate.

R. C. Baldwin of Bloomington at first offered to withdraw, but upon protest he agreed to let his name stand so that the question at issue could be determined. He stated, however, that he felt that it would be more fair if those opposed to him would submit an amendment to the constitution and by-laws embodying their ideas so that other men in

the future would not have to face the embarrassing position he was occupying.

By acclamation Victor Dewein was re-elected president; J. B. Stone, vice-president, and C. C. Miles, treasurer. By ballot, the directors for two years were elected as follows: E. E. Shultz, B. P. Hill, E. M. Wayne and R. C. Baldwin. Hold-over directors: H. S. Antrim, Cairo; C. H. Wade, Paris; Wm. Wheeler, Melvin. E. B. Hitchcock was elected secretary by the directors.

ENTERTAINMENT FEATURES

The entertainment provided by the Champaign Commercial Club was much enjoyed by men and women alike. The latter were given an auto ride around the city, and a reception in the Woman's Building at the University on both days.

Tickets were provided for all for the Orpheum Theater on Wednesday evening, followed by a smoker and dance at the Masonic Temple. At all times the greatest effort was made to provide for the comfort and convenience of guests, and the many courtesies extended were much appreciated by the guests.

On Thursday afternoon everyone was taken to the University and shown about the campus and the various buildings, particular attention being given to the College of Agriculture. The extent to which experiments and practical instruction are carried in this department was a revelation to most of the visitors, who were visibly impressed with what had been accomplished and with the possibilities of the future.

At 5 p. m. a lunch was served in the old armory building and at six the visitors witnessed one of the prettiest sights they had ever seen, when some 200 university girls took part in the May Pole Dance. It was a bewilderment of pretty costumes, handsome figures and rhythm of motion and was much enjoyed.

GRAIN MEN IN ATTENDANCE

H. M. Antrim, Cairo; H. F. Addenis, Manteno; J. F. Applegate, Champaign; W. K. Andrews, Moweaqua; J. M. Allen, Decatur; Harry Allen, Broadlands.

A. Baker, Dudley; Geo. W. Banks, Irene; R. K. Byerly, Catlin; O. C. Benson, Fairmount; D. D. Baker, Dudley; N. M. Burt, Champaign; H. I. Baldwin, Decatur; W. H. Barrett, Owaneco; F. H. Barkley, Decatur; G. J. Betzelberger, Delavan; A. W. Bigler, Siegel; W. H. Barnes, Springfield; J. F. Beall, Niantic; W. H. Boyce, Gridley; C. N. Bullitt, Henderson; B. C. Beach, Champaign; C. G. Brouthon, Guthrie; R. C. Baldwin, Bloomington; G. G. Bartscht, Westervelt; J. L. Bush, Tuscola.

C. A. Crane, Dillsburg; F. M. Chancellor, Stockland; F. R. Current and J. M. Current, Homer; C. Chambers, Sadorus; J. A. Cramer, Tolono; A. B. Chapman, Casner; John Crawford, Hindsboro; George Cole, Bushnell; T. E. Condon, Pesotum; E. G. Coon, Rantoul; M. A. Current, State Line, Ind.; J. S. Coon, Rantoul; Aubert Cuppy, Humboldt; H. L. Crawford, Hindsboro; E. B. Chapman, LaPlace; J. W. Cronwell, Georgetown; R. J. Cope, Champaign; S. S. Crawford, Bondville; W. J. Crane, Buckley; M. C. Camp, Bement; W. D. Castle, Gridley.

F. E. Davis, Mahomet; Lawrence DeLaury, Niantic; J. E. Davis, Pesotum; Jas. W. Davidson, Champaign; Victor Dewein, Warrensburg; C. M. Dauberman, Mansfield; C. A. Dryer, Champaign; George C. Dunaway, Ottawa; L. E. Duncan, Decatur.

William Elliff, Minier; W. Ewing, McLean; J. H. Eversole, Champaign; J. M. Ernst, Arcola; F. L. Evans, Decatur; J. H. Epling, Auburn.

R. A. Flatt, Leverett; J. A. Flanders, Champaign; John M. Foglesong, Sheldon; W. H. Foote, Sadorus; Philip Faucett, Champaign; C. E. Fletcher, Royal; Harold Fay, Lincoln.

F. Grady, Farmer City; J. A. Gilles, Pesotum; O. L. Gilmore, Fisher; C. E. Graves, Weston; H. B. Goff, Champaign; Harry Groves, Savoy; F. G. Gyles, Bloomington.

J. H. Hamilton, Bloomington; J. A. Harrison, Clinton; W. T. Hamilton, Winchester; T. E. Hamon, Milmine; Barton Hungerford, Loda; V. Hawthorn, LaPlace; Jas. Hess, Mokence; Tom Hayes, Decatur; Robert Hodam, Ludlow; E. E. Hamman, Roberts; G. H. Hubbard, Mt. Pulaski; L. C. Honefenger, Owaneco; V. L. Horton, Homer; John Horton, Garrett; James Horton, Garrett; B. P. Hill, Freeport; G. P. Harris, Auburn; H. A. Hillmer, Freeport; H. H. Holmes, Lincoln; J. K. Hoagland, Shelbyville; E. W. Holt, Shawneetown; H. D. Hall, Arcola; R. Hasenwinkle, Bloomington; T. E. Hanson, Villa Grove; H. W. Hamilton, Gifford; G. W. Hadden, Penfield; R. G. Herron, Sidell.

James Inkster, Herscher; Jas. Inkster, Mehin.

Roy H. Jones, Monticello; Clarence Johnson, Belleflower; E. W. Jokisch, Boody; Frank Jones, Ridgefarm; George Johnson, Aurora; J. K. Jones, Dewey.

James Karr, Seymore; C. C. Kirkpatrick, Chicago; A. C. Kiser, Fairland; J. M. Kautz, Mt. Pulaski; C. B. Kirk, Blueridge; John C. Koehn, Hayes; William Kleiss, Pesotum; M. A. Kirk, Bondville; L. J. Kiser, Maroa.

O. W. Livergood, Willets; J. O. Lambert, Beverville; S. M. Lockhart, Wellington; D. A. Lawson, Redmon; A. V. S. Lloyd, Bloomington; Miles A. Leach, Cornland.

Wm. Murray, Champaign; S. Munson, Arcola; J. W. McNoldy, Bloomington; A. T. Moss, Kemp; C. H. Mitchell, Ashmore; H. G. Marshall, Champaign; W. I. Moore, Blue Mound; R. R. Meents, Ashkum; O. S. Murray, Champaign; O. W. Maddin, Ridgeville; L. E. McAtee, Rantoul; J. C. Maddin, Del Rey; W. F. McCarty, Tuscola; J. W. Moberly, Gays; Samuel Mangus, Elkhart; Lee G. Metcalf, Illiopolis; George C. Merritt, Rossville; H. F. Maus, Latham; B. E. Morgan, Buckley; E. B. Minor, Muncie; M. C. Mattinson, Gibson City; R. F. Musson, Champaign; J. W. McCullough, Rantoul; J. A. McCreery, Mason City; W. A. McMahon, Georgetown; Fred F. Munson, Arcola.

J. Nichols, Decatur; Thomas New, Rantoul; William Noble, Gibson City.

Ernst Orndorf, Mattoon; Thomas Ogden, Dewey.

W. F. Peterson, DeWitt; J. W. Probasco, Bloomington; C. R. Phillips, Champaign; W. T. Pierce, Gifford; C. J. Porter, Deland; W. Peck, Monticello; Geo. Petri, Rankin; R. S. Perry, St. Joseph; D. A. Patten, Clarence.

J. C. Roe, Fillson; R. J. Railsback, Hopedale; C. H. Ruple, Galton; C. A. Russel, Decatur; A. C. Rice, Jacksonville; J. T. Rienke, Pesotum; R. E. Rissing, Thomasboro; Clinton Rice, Ellis; L. W. Railsback, Weldon.

M. O. Stover, Mahomet; J. W. Swearingen, Heyworth; H. H. Schulenberg, Tolono; J. B. Sowa, Delavan; C. F. Scholer, Farmer City; J. J. Stack, Glenavon; J. B. Stone, Mattoon; E. E. Shultz, Beardstown; Jas. Shelby, Paxton; A. C. Strong, Urbana; F. S. Shultz, Shipman; A. H. Shelby, Sidney; L. Schulhafer, Champaign; Jesse Simpson, Bloomington; J. P. Sledge, Champaign; A. N. Steinhart, Bloomington; C. G. Sauer, Dana; John Sells, Ellis; Clark Sauer, Dana; J. D. Smith, Metamora; John Sherry, Flanigan; U. J. Sinclair, Ashland; Arthur Lee Smith, Metamora; J. F. Scoggin, Gardiner; L. E. Slick, Bloomington.

J. C. Trost, Philo; W. L. Tinson, Monticello; George T. Tjardes, Emington; George E. Trout, Bloomington; C. L. Tobler, Mokence.

Ames Weedman, Farmer City; Byron E. Williams, Blacklands; George E. West, Shawville; R. L. Williams, Rayville; E. M. Wayne, Delavan; George Wood, Gifford; G. B. Wills, Alsey; C. H. Wade, Paris; Walter N. Wood, Armstrong; Wm. Wheeler, Melvin; John Wood, Armstrong; H. J. Wykle, Cazenobia; J. R. Wagner, Metamora; E. A. Wood, Gifford; William Wykle, Mahomet; J. B. Woodin, Champaign; R. L. Wood, Bismark; George E. Weyeth, Charleston; W. A. Webb, Weldon; H. P. Worden, Fairmount; George Walker, Gibson City; C. P. Welch, McLean; Elvis Weathers, Newman.

C. L. Van Daren, Champaign; Frank Yates, Rantoul; R. E. Zenke, Indianola.

CHAMPAIGN BUBBLES

Ormond H. Paddock and Will Cummings represented the Toledo market.

Weighmaster H. A. Foss looked fairly well considering the fact that he has been of late on a strictly vegetarian diet.

The meeting showed great form reversal in that there were five shippers to every receiver, in contrast to late gatherings.

There arrived early from Peoria C. C. Miles, J. C. Luke, G. M. Miles, F. B. Tomkins, N. R. Moore, W. H. Dewey, W. H. Morrison.

James Karr of Seymour, Ill., was very generous with his motor car in taking visitors about the city and surrounding points of interest.

It was reported that Sinclair, Shultz, Hymers, and Newell held an adjourned session at the Inman late Wednesday night. The jury is still out.

Director Wayne of Delavan had an unusually large crop of stories. It was rumored that one of them was new but this report was not substantiated.

Max Hurd, president of the Union Iron Works of Decatur, drove over to the meeting in his car with E. D. Bargery, who went with the Union Iron Works April 15.

Autos with the St. Louis delegation broke down enroute but they finally arrived with: R. R. De Armond, R. F. Scott, Henry Hunter, Frank Bubb, G. A. Turner, E. C. King, R. E. Cowan, Billy Klos-

terman, O. J. Wooldridge, J. W. Griffin, Trave Elmore, John Dower, C. L. Wright, L. Baxter, J. D. Parrett, E. C. Seele.

It was reported that Treasurer Miles went into the Greek Refreshment Palace and said: "I want to buy my friend here a drink. Let me have the dice box."

H. R. Sawyer took some friends into the Greek dispensary of ice cream and sodas and became so confused as to names of beverages that he couldn't place his order.

B. P. Hill of Freeport succeeded H. A. Hillmer of Freeport as director of the association. With such names how can the organization be anywhere save at the top?

F. A. Grimes of Sterling, Ill., one of the most popular members from the north, appeared late but was given a cordial welcome notwithstanding his delayed arrival.

The Cairo delegation arrived by automobiles and included W. J. Cunningham, John Thistlewood, W. S. Powell, H. S. Antrim, O. B. Hastings, W. H. Sutherland, C. C. Ferrill, R. H. King.

J. A. Gunnell of Mexico, Mo., secretary of the Missouri Grain Dealers' Association, was a visitor and reported 50 new members of this organization since April 1 with a total membership of 315 men.

Illinois hospitality was shown to the following from Indianapolis, Ind.: S. A. Holder, E. K. Shepperd, Bert A. Boyd, C. B. Sinex, Wm. C. Hayward, Frank A. Witt, H. J. Berry, C. A. Pricer, Joe T. Gehring.

The Illinois Traction Line runs round the Hotel Inman. When Edward Hymers was asked if he heard the night train leave for Danville he replied that he heard it start and then run round the hotel all night.

The daily grain market was quoted continuously by special wire run to the Masonic Temple by the Western Union Telegraph Company. H. A. Hills, manager of the company's Champaign office, had charge of this service.

Don't mistake us. Champaign is a strictly dry town. There is, however, a tailor shop in the basement of the Hotel Inman and it was remarkable how frequently delegates repaired there to have their clothes pressed.

Southern markets were represented by H. J. Mazoni, Louisville; A. Waller and C. M. Bullett, Henderson, Ky.; E. E. Ruxton, H. J. Hasenwinkle, and C. G. Robinson, Memphis, Tenn.; R. T. Miles, chief grain inspector, Galveston, Texas; L. E. Steffe, Evansville, Ind.

Some mammoth lead pencils were distributed by Willis E. Sheldon of Jackson, Mich., smaller pencils were given out by J. H. Dole & Co. of Chicago, and bill books were presented with the compliments of Lamson Bros. & Co. of Chicago, and Goffe & Carkener Company of St. Louis.

There was a larger number than usual of representatives of machinery interests. These included Max Hurd and E. D. Bargery, Union Iron Works of Decatur, Ill.; S. J. McTiernan with Huntley Manufacturing Company, Silver Creek, N. Y.; H. E. Surface of B. S. Constant Manufacturing Company, Bloomington, Ill.; F. H. Morley with Invincible Grain Cleaner Company, Silver Creek, N. Y.; N. C. Webster with Richardson Scale Company, New York.

The Chicago delegation consisted of Edward Hymers, Edward Andrew, H. A. Rumsey, W. M. Hirschey, P. H. Schifflin, A. C. Hanson, A. E. Wood, F. M. Baker, M. C. Hobart, Gardiner B. Van Ness, F. P. Stovers, H. L. Miller, Geo. P. Beringer, J. M. Adam, R. J. Sullivan, E. W. Jacob, John Connor, H. H. Newell, Earle M. Davis, M. L. Vehon, P. S. Goodman, Frank Ryan, Finley Baker, J. C. F. Merrill, Bert Ball, Sam Finney, Harry F. Todd, Wm. Tucker, H. R. Sawyer, E. F. Thompson, J. A. Wehring, Oscar White, Jerry Fournery, W. H. Perrine, H. M. Paynter, C. E. and E. B. Timberlake, D. I. Van Ness, A. J. Cameron, H. A. Foss, Walter E. Felt, H. S. Jackson, Gordon Hannah, W. A. Putnam, Geo. S. Dale, B. F. Traxler.

The Grain Poacher

An Elevator Operator Gets Rid of an Undesirable Competitor

By GUIDO D. JANES

CHARLIE JACKSON operated the 60,000-bushel elevator at Skinker. By care and science he managed to save sufficient money to be called upon for donations and to be hailed as the leading man in town.

But just as prosperity sauntered into his life, Poacher Lockjaw came upon the scene with scoop and an overbid market. With these he got all the grain within a stone's throw of the 60,000-bushel



THE POACHER

elevator and shipped same to his place of business at the Junction.

Charlie sized up the business gluten content in his competitor's make-up and was about to punch his face when he decided differently. Summoning his force to the office, he addressed them.

"Give a man enough rope and he will hang himself," he said.

"How?" observed Sweeper Jones, a doubting Thomas.

"Overstep himself and come to grief."

Jones shook his head. "I know that chap," he said. "He put more than one dealer out of business."

"He won't us, though. Now listen to me. I want your co-operation and silence. Back me up in all my actions and we win."

"That we will, Mr. Jackson," returned the force in chorus.

"Good."

So Charlie planned how best to put the intruder out of business. Several plans were set on foot, but all failed. Lockjaw prospered and swept the country clear of grain. After which he sent a broom by a messenger boy to Charlie by way of emphasis of what he had done.

This did not irritate the elevator man in the least, though. Pulling out the straw in it he threw it to the winds to show his competitor which way the wind was blowing. Whereupon he cut off an old coat sleeve, tied it up, and sent it to Lockjaw. This showed he had something up his sleeve.

And he did.

It was on Thursday that Lockjaw, having gotten together fifteen carloads of wheat in the poached territory, was going to ship same to its usual destination.

Thursday morning Charlie summoned his force to the office. And there informed them that he was going to put it over the poacher before the fifteen cars got out of town.

"I will not divulge the secret," he said to them. "All I ask is your co-operation and silence. Stand by me through it all."

"We will."

But nothing out of the ordinary happened during the day, and at quitting time the force left, curious and expectant and disappointed.

The local freight came by about seven. The cars were on the siding a mile from the Jackson Elevator. So when the train came by with Lockjaw's grain aboard, it was going at a lively clip.

As it shot by Jackson's place of business, instead of hurrying on, those fifteen cars jumped the track and piled up in such a manner as to empty their contents into the elevator. The first car hit the elevator, knocking a hole through same, and the rest dumped over, tossing their grain through the breach as they did so. Charlie's up-the-sleeve-plan had gotten out.

Naturally, the next morning, bright and early, Lockjaw, in an irritated frame of mind, hurried to the scene of the wreck, demanding the grain as his salvage.

"No, you won't have a grain of it," said Charlie. "You have ruined the elevator by knocking a hole through it. We are holding the wheat for damages. You just get out of here."

Lockjaw was about to declare war with his fists when Charlie stepped up.

"Stop," he commanded. "Now, look here, Mr. Poacher, you have invaded our territory. We want revenge. Still I am opposed to it, and being a lenient sort of fellow, I will give you a chance to take your grain."

Lockjaw smiled. "How?"

"Have you a deck of cards? All right, then. You deal them out. The first one who turns up a Jack has the grain."

"Easy money," laughed the poacher. "Here are the cards. You shuffle them to be fair," he said, addressing Jones.

Jones obeyed, giving his boss the wink as he did so, at the same time dexterously rubbing some holt rosin on the pack.

"Here they are," and he handed them to Lockjaw.

Lockjaw took them, and being a shark at cards,



STARTED TO DEAL THEM OUT

quick as a flash stacked them and started to deal them out on the table.

But the rosin got in its work and a card, meant for himself, was handed to Charlie. It was a Jack.

"Someone has been cheating," roared the defeated man, jumping up. "I will kill the one who did it."

"You did it yourself, you fool," snapped back the legitimate elevator man. "Now you get out of here. Go into your own territory and behave yourself. I will treat you O. K."

"Well, if that is the way you feel about it, I will. I will turn over a new leaf."

"Do so."

"And if you keep the leaf turned," put in Jones, "you will find our boss here your best friend."

"None of that hot air," smiled Charlie, slipping a dollar bill into Jones' hand. "We'll end the little incident right here."

EXPERT ADVICE

Some cases of interest to the grain trade were recently reviewed by the legal expert of the *New York Journal of Commerce and Commercial Bulletin*, as follows:

The Carrier May Be Held to His Common Law Liability.

Boston, Mass.—We feel that in matters relating to bills of lading you ought to take into consideration the conditions under which goods are shipped in this country. There is not one bill of lading in one million that is issued by the railroads where the shippers do not accept the terms of the current bill of lading. The tariffs of every carrier in the United States provide that where the uniform or standard bills of lading are used the measure of liability assumed by the railroads and upheld by the Supreme Court is the invoice price at point of shipment. The common law fixes the measure of damages as the value of goods at destination, but the common law is modified by the bill of lading contract to the extent that we have named. A great many shippers do not understand this, and if you would be good enough to call attention to the fact that the common law liability applies only where the shippers have indorsed on their bill of lading at the time they made the shipment that they were unwilling to accept the terms of the carrier's bill of lading and desired the shipment transported under the common law liability of carriers, for which they would pay the additional 10 per cent of the freight charges as required by the carriers' tariffs, it would go a long way toward assisting your readers in arriving at a proper conclusion with respect to the status of their claims for loss or damage against carriers.

W. C.

Reply.—We are very glad to have our correspondent call attention to the fact that a shipper is not bound by the standard or carrier's bill of lading unless he choose to be so bound, and that he may in every case stand upon his common law rights in this matter if he so elect.

The Buyer's Right of Inspection.

Penn Yan, N. Y.—Referring to inclosed clipping from your "Replies and Decisions," we carry your analogy a little bit further. It would seem as though, if the consignee of grain under the conditions you mentioned has a right to open the car and inspect the grain before paying the draft, he should also have the right to unload the car and weigh the grain and see that the quantity was correct before he paid the draft. We have always been told and have always believed it to be the fact that the consignee has no right to open and inspect a car of goods shipped on an order bill of lading until the bill of lading has been surrendered to the railroad company. For that matter, the bill of lading being negotiable in substance, title to the property therein mentioned passing by endorsement and delivery of the bill of lading itself, the railroad company has no right to assume that property covered by such a bill of lading belongs to any particular person until the bill of lading is surrendered by that person. Then again, suppose the concern buys as we have to buy corn, Buffalo weights and inspection final. The draft and bill of lading are accompanied by inspector's and weighmaster's certificates; what resource have we if something else is found in the car other than what the papers show should be in the car? Then, too, we have always supposed that the transportation company was the buyer's agent rather than the seller's, unless there was something in the contract to show to the contrary.

B. M.

Reply.—The clipping enclosed by our correspondent is a statement made by us to the effect that a buyer of goods had a right to inspect them to a reasonable extent before accepting them from the carrier and paying for them. The difficulty which our correspondent thinks might arise from a transfer of the bill of lading is altogether imaginary. The person who has the right of inspection is he who actually is at the time in possession of the bill of lading, and it must have been properly indorsed to him if he were not the original holder. If corn is bought and the contract provides that "Buffalo weights and inspection are final," then they are final, but the receiver has at least a right to know that the car actually contains corn and that the inspector's report has been reasonably honest. He has a right of inspection as against the carrier, even in cases in which he might not have it as against the seller. A man is certainly not bound to pay for goods he has not seen; nor is he bound to pay for carriage when he does not know whether the carriage has been performed or not and properly performed.

Payment of the Broker's Tax.

New York.—1. We sell exclusively through brokers, who issue a sale memorandum, upon receipt of which we deliver the goods and bill them out. We also close contracts for future deliveries, which contracts are signed by ourselves, buyers and respective brokers; every time a delivery on same has to be made the brokers issue a memorandum. Must these contracts and (or) memorandums bear a tax stamp?

2. We would also like to know whether the phrase of the law, "for each note or memorandum of sale," means that a tax stamp or 10 cents has to be affixed to each separate sale or whether it would be sufficient to affix a 10-cent stamp to each note or memorandum of sale even if same contains several sales.

Reply.—1. The statute demands that a tax be paid as follows: "Broker's note or memorandum of sale of any goods or merchandise * * * issued by brokers or persons acting as such, for each note or memorandum of sale not otherwise provided for in this Act, 10 cents." It is the broker's note or memorandum that is taxed, not the sale itself.

2. The stamp is to be placed upon "each note or memorandum of sale." If the note represents a sale of several articles, made at one time and in one transaction, that is only a single sale, and a single stamp is sufficient. If there are several sales, either to different persons or to the same person upon various terms, so that one may hold though another be void, there must be a separate stamp for each separate sale.



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

 Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year
English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MAY 15, 1915.

 Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE CLAIMS BUREAU

THERE is no department of association activity in which the advantages are more manifest than in the claims bureau. Every state association that has handled claims for losses against railroads shows a record of efficient accomplishment which far exceeds that of any single shipper, and yet in most states this department has been wholly neglected by the membership or has been appealed to only in those cases in which claims have been refused. In spite of this handicap of difficult claims the bureaus have delivered the goods. It is a patent example of the strength of organization, of the force of public opinion. If the individual presents his claim no one but that individual is interested in the result, but every claim presented through the bureau of an association is a matter of concern to each shipper member, and the righteous indignation of all the grain shippers in a state is a storm which no railroad cares to invoke.

In no state as yet has the claim bureau been raised to its greatest efficiency because the members have not been behind it. In Indiana, however, an attempt is now under way and its success depends on the united support of Indiana shippers. This bureau is to be made a separate organization with dues to be used solely for its support, although it will be operated through and by the state association. The amount of dues to the bureau will depend in each case on the number of cars of grain shipped by the individual or firm during the year preceding July 1, irrespective of the number of claims filed or the number of stations controlled by the member. Every claim will have the same attention and every member of the association will be back of each one.

If the members show their approval of this bureau by becoming subscribers to it and placing all their claims, good, bad and indifferent, in its hands for settlement it is not difficult to foresee an effort, by the railroads, to extend the co-operation with the shippers and to furnish a class of equipment never before dreamed of in the history of the Indiana trade. This result could be attained in every state if the members could be aroused to its importance. Eventually it may require the entire time of an expert to handle the volume of business, but even then it would be found to pay high dividends on the investment.

GETTING TOGETHER ON HAY GRADES

THE meeting of hay inspectors at Kansas City on May 4 and 5 showed very clearly that the hay trade is in as great need of a general supervising system as is the grain trade. On no sample of hay tested, it is said, was there absolute unanimity as to grade. The most exacting requirements were demanded by the inspectors from the Eastern markets, while the Western inspectors were usually more harmonious in their decisions.

The conditions are not exactly the same as suggested the Federal grading of grain, but they certainly warrant some action that will bring the different markets together on grade. The difficulties in the way of such a movement were apparent enough at the National Hay Convention last year when the subject of grades was threshed out—and it is always easier to agree upon a definition than upon its interpretation. The words "properly cured," "good color," and "well baled," in the No. 1 timothy grade, admit of quite wide variety of opinion, while the word "reasonably" in the No. 1 alfalfa grade immediately opens a rift in the lute of concord. Hay does not permit of chemical analysis, as does grain, so that its grading will always be a matter of judgment in the inspector. Frequent meeting of inspectors or trips of inspection to different markets by those officials would do much to bring about agreement, and it would seem that the money and time to make this possible could be well afforded.

APPEALING TO THE REFERENDUM

A PETITION is being circulated in North Dakota to make use of the newly adopted referendum to defeat the bill passed by the last legislature to use \$2,000 to investigate the subject of a terminal elevator in the state. The petition goes on to say that the people did not want an investigation, they wanted an elevator.

The people of North Dakota may want, or think they want, an elevator, but it is quite certain that they need an investigation, and by a commission which will not be influenced by spell binders and demagogues. Now that the Equity Co-operative Exchange outfit has received a quietus in the state, a reasonable investigation will be less difficult and the people will be more ready to accept its conclusions should it decide that a terminal elevator belongs at a terminal market. The referendum on this question is liable to be a disappointment to the originators of the petition, for Lincoln's oft-

repeated remark still holds true, and it is quite likely that the time has come when all the people will refuse to be fooled longer, and will uphold the legislature in its desire for more light.

FUTURE TRADES UPHELD IN FEDERAL COURT

WHEN Judge Pollock of the Federal court at Topeka, Kan., recently declared that future contracts in grain were legal, he added one more decision to a long list which is by no means unanimous in upholding the sanctity of such a contract. In this case, between the Manchester Mill & Elevator Company, of Manchester, Kan., and Goffe & Carkener, of Kansas City, the former, defendants, sold 10,000 bushels of wheat, September delivery, and when the price of wheat rose in August, refused to make delivery, claiming in their defense that it was a purely gambling transaction and could not be legally enforced. In all of the cases reviewed by the courts the defense has been the same. In several of the state courts the verdict has been in favor of the defendant. It would be interesting to know just where the line could be drawn between gambling and legitimate trade. Why should a contract for grain be termed a gambling transaction, while a contract for canned peaches, made before the peaches in question had blossomed, be a legal instrument? There was considerable interest manifested in the verdict by the entire trade in Kansas City, but at best the decision carries only a minimum of assurance that it will be repeated by other courts. We need a final review of the question by the United States Supreme Court before we can be safe from the squealers.

STRONG ACTION NEEDED

THERE is very little doubt that the sentiment of the vast majority of members of the grain trade is in full accord with the officers of the Chicago Board of Trade in their efforts to suppress news fakers. The movement to suppress sensational news reports of doubtful accuracy has been gathering impetus for some time and the culmination was reached the other day with the announcement of the rumored assassination of the President. In promptly suspending two members charged with starting this false rumor, the Board has the backing of the trade and the commendation of the public. And public sentiment in these days is not to be despised. The calamity liar may stimulate business activity for a brief time to the benefit of a few individuals, but the ultimate harm, resulting from the dissemination of news (?) of a certain nature, is tremendous.

ANOTHER RECORD CROP

AFTER two big wheat years the Government's estimate of a billion bushel crop this year seems more like a fairy tale than the matter-of-fact statement of experts. Allowing for a considerable deterioration in the next 30 days, the record of last year is seriously threatened, and the present outlook points to immediate movement of the crop into consumptive channels. Much of it is already sold, and the depleted reserve will certainly create an

instant demand by local mills, for in many plants the flour output has been greatly curtailed for the last two months, and the flour supply at the beginning of the new crop year will be very low. Flour buyers are only supplying immediate wants and until the new crop brings something like a permanent price outlook, there will not be much improvement.

The small chance of finding export vessel space is liable to make the railroad situation as difficult as it was last season when so many embargoes had to be declared, but the difficulties shrink to small proportion in comparison with the great blessing that providence seems ready to accord us.

ABUSES ON RIGHT OF WAY SITES

AN elevator born of the railroad right of way is of few days and full of trouble. Not only have rents gone up so high that there is frost on them, but up North Dakota way the tax commissioners have acquired the habit of levying the taxes on the firms who rent the ground from the railroads. Both of these assessments against the elevators are unjust; the high rent because the property valuation for the sites is out of all proportion to the value of adjacent property or taxation value; the tax assessment because the renter already pays his tax to the landlord railroad and the latter should be answerable to the state.

The elevators on which the ground rents have been raised are not helpless by any means. If they get together and suggest to the state tax commissioners that the railroads value their right of way for so much and should be assessed for taxes according to that valuation, the railroads would very soon be glad to decrease their valuation or sell the property. This would work everywhere but in North Dakota where the elevator company has to pay both excessive rental and taxes. But a number of companies there have entered protest against the taxes and will take it to the courts if necessary. Surely no court would hold a man liable for the tax on another's property.

NO EUROPEAN POLITICS

COMPLAINT has been made by a subscriber that the "American Grain Trade" is anti-German in its editorial policy. So far as our discussion of war conditions is concerned we are not anti-German or anti-English or anti-anything else. We are for the American handler of grain. This journal is not concerned with international politics, morals, ethics, nor sociology. We are vitally concerned, however, with whatever affects the commercial interests of the grain dealers of this country, and only to that extent is our editorial policy affected one way or another by the war. It so happens that our trade in grain with Germany is entirely cut off while with the Allies it has reached unprecedented volume. These allied ports, therefore, are of great importance to us and we wish to see them kept open and free from danger of submarine attack. On the other hand if Germany commanded the open ports, it would be her interests we would wish to see sustained so long as they afforded a market for our export grain. This has nothing to do with our personal prejudices or convictions,

in which the reader has no interest, but has to do solely with the effect any move in Europe may have on the trade. If any reader wishes to take up the war's political or social aspects with us privately, we shall be happy to accommodate, but not in these columns.

SHIPPER VS. RECEIVER

THERE are still some differences to be ironed out between shippers and receivers, but surely nothing can be gained by placing the two bodies of grain dealers in opposed and hostile camps, as was attempted at the Illinois Convention. So many of their interests are one and on so few points is there difference of opinion that there is rarely lack of harmony between them. It is by closer association and more frequent intercourse that these variants can be brought together, and not by deliberate emphasis of different points of view and attempt to separate the sheep from the goats, with the question always present as to which is which.

The Illinois Association is to be congratulated that it was not led away from the course of justice as it would have been had it denied a place on the directorate to the brokers and receivers who contribute so liberally to the support of the organization.

WHAT OF THE FUTURE

AS WE go to press the whole world is awaiting the political sequence of the sinking of the *Lusitania*. The issue is in the hands of the President, and we share with the nation confidence in his knowledge, wisdom and judgment. The effect on our trade with Great Britain, to whom most of our grain is sold, will probably not be great, although there is the bare possibility of curtailment in future sales. This will be brought about, not by our Government's action, but by the extent to which Germany makes good her threat of complete envelopment of the British Isles by her submarines. This threat is now given more credence than before and may make a substantial difference in the amount of shipping which ventures within the prescribed zone.

The development of the submarine in Germany is one of the results of the war which will affect permanently the future course of action of this and other countries in respect to armament and international trade. Scientific experts everywhere are at work on means of lessening the dangers of these sea terrors, and upon the discovery of this neutralizing knowledge within the next few months will largely depend the extent to which future grain shipments can be made. Torpedo boats brought out the torpedo boat destroyer. Will a submarine destroyer be evolved which will free our avenues of trade to those countries that need our wheat?

The extent to which Great Britain controls the world's wheat exports has been given gossip consideration from time to time, but the actual amount of American new crop wheat sold to English buyers is not known. The export of wheat from India, the surplus is estimated at 75,000,000 bushels, has been under government control for some weeks. The export price is to be determined, not by demands from abroad, but by the needs of the people at

home, and it is said that that price will be gradually lowered to prevent speculative holding of supplies. Canada has prohibited export to this country except for consumption within the states or for re-export to a specified consignee under Dominion permit. From these two exporting countries, then, Great Britain practically controls the export supply. Her Argentine purchases are no more definitely known than those in this country, but the gossip of the trade in both republics gives the totals as very large. Australia and New Zealand are not exporters this year. Russia, the only other country which normally has a considerable surplus of wheat, is said to have pledged what she has to cover her recent British loan. All of this points to a continuous supply of breadstuffs for the United Kingdom, and also to the possibilities of a war of considerable duration.

But what will all of these purchases and governmental controls amount to if the grain cannot be transported safely to the British Isles? We are again confronted with the big query: Will the submarine destroyer be found?

ARBITRATION AND COMMON LAW

WITHOUT presuming to criticize the decision of the Arbitration Committee of the Grain Dealers' National Association which was handed down on April 26, two points involved in that verdict call for comment, as they show an incompleteness in Rule 7 of the trade rules of the Association, and a failure to make the rules conform to the common law.

The case bore upon the refusal of two cars of oats and the damages resulting from their subsequent sale. According to the contract one car was to be shipped in five days and the other in ten days. The first car was not shipped within the specified time although the shipping notice was sent, but the second car was shipped on time. The committee awarded to the plaintiff the loss on the sale of the second car. The issue is wholly within the interpretation of Rule 7, which provides that, if the shipper cannot complete his contract, he should notify the buyer who can then exercise his option of buying in, cancellation, or extension of contract. Nothing in Rule 7 protects the buyer who receives notice of shipment in due time but cannot be sure that shipment was actually made. The amendment proposed at Kansas City last fall by Mr. Bingham, of Louisville, would afford this protection, as it puts the burden upon the seller and leaves the contract open for cancellation until it is shown that it is completed.

According to the common law, violation of any part, vitiates the whole contract between buyer and seller if the offended party so elects. A grain buyer should have the privilege under the trade rules that is given by the common law, which has been formulated by trade custom of centuries and has been found acceptable to jurists, arbitration boards, and traders.

The losses in grain occasioned last year through lack of harvesters in certain sections will be avoided if the new National Farm Labor Exchange work as well as expected. Plenty of labor was available last year but it was not always in the right place at the right time.

EDITORIAL
MENTION

Sunflowers are reported as extensively cultivated in the West for their seed. Seed meal is one of the suggested substitutes for wheat flour if bread gets too high, but not a single Minneapolis mill has yet been forced to close on account of the sunflower competition.

On April 25 the new barley crop of California began to be cut. This is the first new grain of the year, but will be followed shortly by reports of other cuttings for the crop in many regions is from one to three weeks early this Spring. El Centro, in the Imperial Valley, Cal., was the early bird.

A recent report from Portland stated that 200,000 bushels of wheat had been worked from the Pacific Northwest to Minneapolis via rail. The grain, the report added, was sold from interior points. The points must have been pretty far interior or the shipper accepted a price which has not been quoted since the war began.

A north country corn show is to be pulled off by the First National Bank of St. Paul during December. Minnesota, the Dakotas, Montana, Idaho, Washington and Oregon are to be represented. One of the features of the show will be the exhibit of boys' corn club work. There is stuff for visions of the future—boys' corn clubs.

The same mail brings us notice that Senator R. M. LaFollette of Wisconsin, and George D. Loftus are to share Chautauqua honors at Devils Lake, N. D., in July, and that the attorney-general of North Dakota has received an order from Judge Pollock to show cause why a receiver should not be appointed for the Equity Co-operative Exchange, its charter annulled, and that the officers be enjoined from soliciting stock subscriptions and consignments of grain in North Dakota pending the suit.

The chinch bug in Illinois, Hessian fly in the Southwest and crickets in Washington are doing all they can to discount the Government report of bumper crops, but in no district do present indications point to more than restricted damage. The crickets in Washington, like the grasshoppers of Kansas, strike hard at the districts they infest, and the farmers have to unite over wide areas to combat them. But for that matter, united action by districts is the only efficient way that any of the pests can be put down.

The interdependence of the nations has been strikingly apparent many times during the past six months. Even America with its tremendous resources has found itself handicapped in many industries by the embargo of exports from European countries. But none of these have approached in importance the threatened cutting off of our supply of sisal fiber from Mexico by the closing of the port of Progreso in Yucatan by General Carranza. About 133,000,000 pounds of our binder twine are made each year from Mexican sisal fiber, and but for the prompt ac-

tion of the State Department, the coming harvest would have been threatened with enormous loss. The blockade of Progreso was abandoned and the harvest can be bound.

Already the Spring storms are beginning to work havoc among the mills and elevators which are not protected against lightning. Some men think that the only use for a rod is chastisement; and they are the ones who catch it when the lightning strikes.

When the mountain refused to come to him, Mahomet should have taken a lesson from Ben Foster of Kansas. The haul for his grain to town was too long, so he built a town of his own, grain elevator, lumber yard, coal yard, general store, and residence sites, which are being taken up on long leases. He had 150,000 bushels of wheat last year, so it can be believed that he built a considerable burg.

The Minnesota legislature has shown its good sense in finally defeating the Teigen Bill, which was drawn to prohibit buying and selling grain for future delivery. The trend of events in the Northwest suggests that the pendulum of abuse and suspicion which has been swinging toward the grain dealers and particularly the terminal markets, has reached its final arc, and that now the people are ready to listen to saner counsels and wiser judgments.

Peace rumors, price breaks, foreign orders. This is a cycle which is becoming well recognized in trade circles. It is getting so that every foreign dispatch is scrutinized, not for elements of truth, but for the effect it may have on the grain market and the purchasing power of the foreign governments which need our cereals. The bulls remain skeptical of peace talk and will not be convinced until the articles are signed by all the warring nations. But the market is so sensitive that there is easy picking for the over-sea buyers.

In Guatemala and Salvador grasshoppers sometimes menace the growing crops. The Agricultural Department of Salvador has discovered a disease which is fatal to the hoppers and is preparing to inoculate some of the insects and turn them loose in the droves. If someone would only discover the black plague of the chinch bug or the smallpox of the Hessian fly it might result in steadying the market from now on. But that would throw the crop killers out of a job and so increase the ranks of the unemployed. There are objections to every brilliant scheme.

Whatever disappointments have come through the failure of the Panama Canal traffic to come up to the estimates, made before the opening of the waterway, they cannot be laid at the door of the grain trade. Grain tonnage through the canal has exceeded every other commodity and amounted to 303,124 tons, most of which was barley from California and wheat from the Northwest. Considering the paralysis of international trade in most commodities, the total revenue of the canal for the year, based upon the first six months, is rather gratifying. It will not fall short of \$4,500,000, which would

be enough to pay all expenses if it were not for the slides which have occurred, necessitating further excavation.

A facetious editorial writer of the Wichita, Kan., *Eagle* appealed to the representatives of King Wheat in his vicinity to be sure and applaud when the great Pavlowa should appear before them. The dancer was billed to appear at an early date. The appeal was not needed, however, for the Ford-owning Kansans are too accustomed to beauty of line, grace of action and ease of motion to fail to appreciate the art of the incomparable one.

The transportation troubles of the hay shippers seem to be getting more complicated. No sooner is a protest filed with the Interstate Commerce Commission against a change in classification, than the Illinois Public Utilities Commission changes the classification of hay in bales from ninth to eighth class. This required presence at the hearing in Chicago on May 12, where a strong protest was made. When will the next blow fall?

We have for many years been large importers of European seed. This year the tables are turned and many of the devastated countries will look to us for supplies. A case in point is unhappy Serbia which has been stripped by the invading Austrians. Mme. Grouitch, wife of the Servian under-secretary of foreign affairs, has succeeded in getting a cargo of seed and farming implements in this country which has been sent forward and which, she declares, will be used by the women to save the nation from starvation.

GRAIN FABLES

THE LIGHTNING BUG

St. Peter and the Devil were contending for the soul of an elevator operator. On the one hand were the gates of Paradise, on the other, steep stairs leading downward.

To their questions as to his behavior on earth, the operator had stated that he had never docked a farmer unjustly, had never falsified his weights, had never overbid a brother dealer, nor done any of the mischievous things common to his kind.

Whereupon St. Peter smiled in glee and the Devil chafed.

But one more question the Devil asked: "Did you protect your elevator against lightning?"

And the guilty wretch confessed that he had not. Whereupon the Devil kicked him down stairs.

"There," said the Devil.

* * *
HIS LAST DEMURRAGE

"Who are you?" the Devil asked, as a man rapped at the gate,

"Oh, I'm a railroad man," he said. "Please open, I cannot wait."

"Why do you long to be within this place of groans and tears?"

The man's frame shook with anguish, and his ashen face showed fear.

He said, "On earth I had no peace, my life was full of jars,

I lied to all the grain men because they wanted cars."

The Devil said, "Go away, poor man, this is no place for you,

The hold is full of grain men, waiting to put you through.

They've got a cast iron freight car, well heated through and through,

They've held it now so long, the demurrage is up to you."

—Erie R. R. *Employee's Magazine*.



F. J. SEIDL
Minneapolis.

NEWS OF THE TERMINAL MARKETS



F. O. PADDOCK
Toledo.

A MUNICIPALLY OWNED ELEVATOR

The voters of Portland, Ore., at the coming June election will be asked to pass on a \$900,000 bond issue for the purpose of building a grain elevator on the local water front.

INDEFINITELY POSTPONED

The State Senate of Minnesota has postponed indefinitely action on the bill which had for its object the placing of boards of trade under the control and regulation of the state warehouse commission.

CHANGE IN RULES AT CINCINNATI

W. C. Culkins, secretary of the Cincinnati Chamber of Commerce, announces that the rules of the Exchange have been amended by vote of the members making the commission on shelled corn $\frac{1}{2}$ cent per bushel, with a minimum of \$7.50 per car.

ONLY 24 HOURS FOR REINSPECTION

A complaint has been filed by the Chicago Board of Trade with the Interstate Commerce Commission against a rule in force on the Santa Fe, St. Paul, Northwestern, Burlington and Rock Island Railroads by which they allow only 24 hours for reinspection of grain after arrival. The Illinois Utilities Commission has suspended the rule and a test case will be made.

NEW OFFICERS AT BUFFALO

The members of the Corn Exchange of Buffalo recently selected some of its leading grain men to serve the Exchange during the coming year. These officers are: F. A. McLellan, president; Dudley M. Irwin, vice-president; William J. Heinold, treasurer; Frederick E. Pond, secretary.

Directors are: Charles Kennedy, F. A. McLellan, F. F. Henry, Nisbet Grammer, H. C. Harrison, R. W. Searle, W. G. Heinold and D. M. Irwin.

WILL MAKE THINGS WARM

The members of the Peoria Board of Trade are giving every indication that the fat will fry, and things will simmer when the Grain Dealers' National Association meets in that city in October. Just as an evidence of what it can do a fire broke out late in April in the basement of the Board of Trade Building at the corner of Washington and Liberty Streets, causing \$50,000 damage before it was extinguished. From now on until October the fire fiend will be securely manacled. At that time, however, figuratively speaking, he will be loosed and hold high carnival until the convention is adjourned.

NEW YORK EXPORT MARKET

"Exports of oats for five weeks have been nearly 19,000,000 bushels and the effect upon supplies in sight has been much below expectations," say L. W. Forbell & Co., New York City, May 10. "Clearances from this time forward during the next few weeks will be on a much smaller scale and will reflect the dropping off of the export demand, which occurred a month ago. The general trend of values during the present week has been downward, and while domestic conditions have shown improvement and the consumptive demand is much larger, export business was too small to have a sustaining effect. Under prevailing conditions, which are incidental to the deplorable marine disaster, unsettled markets are expected to continue during the coming week.

"There seems to be a liberal quantity of Winter

storage corn offered for export, while the demand from abroad is almost exclusively for fresh shelled.

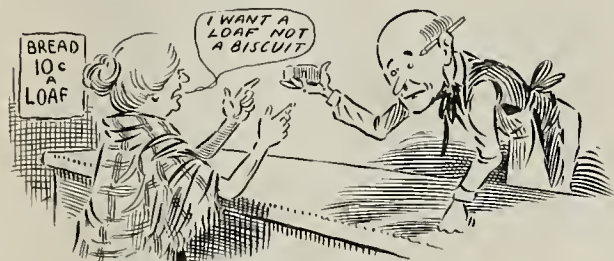
"Export business in wheat, while at times liberal, was on the whole much smaller. Speculative liquidation on much improved crop prospects, due to timely rains previous to the issuance of the Government crop report, depressed values materially."

BY GOLLY!

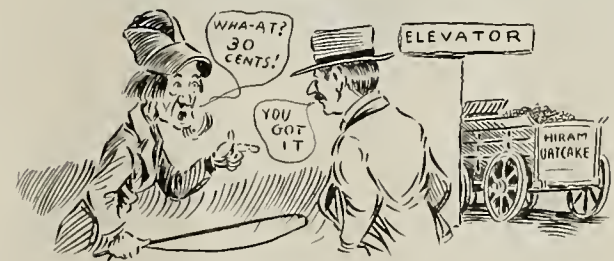
Said Farmer Oatcake one fine day,
"I'll hold my wheat, corn, oats and hay
For higher prices due in May—
By Heck!"



Then prices soared way out of sight.
Consumers said it wasn't right;
But Farmer Oatcake hung on tight—
By Gum!



And then grain prices sharply dipped,
Still further downward quickly slipped;
Said Farmer Oatcake when he shipped—
"By Thunder!"



MILWAUKEE HAS LARGE RECEIPTS

The fifty-seventh annual meeting of the Chamber of Commerce of Milwaukee, Wis., was held April 12 and there has now just appeared the fifty-seventh annual report of the association compiled by Secretary H. A. Plumb. On the question of the grain trade the secretary states:

"A justifiable pride may be felt by Milwaukee's grain merchants in the record of the past five years, and particularly the year of 1914.

"In the five-year period named the receipts of grain at this market have more than doubled, increasing from 37,489,526 bushels in 1909, to 76,654,300 bushels in 1914, and in no other year in the history of the city have the receipts anywhere near approached the figures of 1914. The receipts of that year were approximately 30 per cent larger than those of 1913, which was up to that time the record year.

"While it is rather presumptuous to advance an estimate of the value of the yearly receipts, a figure has been arrived at which is given as merely representing, very roughly, the money value of the total

quantity handled, based upon the average prices for the average quantities of grain. This figure is \$47,000,000 for the receipts of 1914, and is as close to the actual value as can, in the nature of things, be expected."

A CO-OPERATIVE EXCHANGE IN TROUBLE

The attorney general of North Dakota filed an action in the District Court of Fargo late in April asking that the charter of the Equity Co-operative Exchange be annulled and that a receiver be appointed. The petition alleged that the Equity Exchange made false sales reports to its patrons, that with its capital stock dissipated it was practically insolvent. May 18 was set for a hearing on the petition.

NEWS MUST BE AUTHENTIC

The following was sent from the office of the secretary of the Chicago Board of Trade, bearing the signature of President C. H. Canby, following the receipt of unsupported reports on May 10:

"Officers of the Chicago Board of Trade will hold to a strict accountability any member found guilty of originating or disseminating false rumors.

"All those operating leased wires are hereby notified that they will be held accountable for any false news circulated by their aid or assistance over said wires."

Following this statement two members were suspended, one, Samuel Raymond, being later reinstated, but Oliver E. Moody was barred for an indefinite period. Other investigations are reported to be in progress.

SIC TRANSIT GLORIA MUNDI

It was reported that the Toledo Produce Exchange Building will be remodeled into a hotel building after the Exchange moves into its new home in the Second National Bank Building June 1. Detroit capitalists have leased the property and \$100,000 or over will be expended in remodeling the structure. Perhaps Hamlet evinced but little madness when he raised the question as to whether or not the dust of Alexander might not now be stopping a bung-hole. A hotel may not be a strange transformation for a board of trade. Ill luck might have made it a noodle or a sausage factory. But surely as easy imagine the transmigration of souls as the old Exchange floor turned into a dining hall or the offices of President Paddock into a bed chamber. At any rate the seed must die to produce new life, therefore, just as the old Exchange building will pass away, so the new life of the Exchange will appear radiant in a glorious resurrection.

A SUMMARY OF THE GRAIN SITUATION

"Western Europe is well supplied with wheat until late June and is relying on another United States July export total of 30,000,000. India, United States, Argentina and Canada probably hold 130 to 140 million surplus wheat May 1. United States extreme surplus for export May 1 figured 26 to 40 millions. Southwest soils can absorb heavy rains at this period. General expectation of early harvest. Record Spring wheat prospects in our Northwest and Canada expected against June 1.

"Old crop wheat statistics for early May a bull disappointment. Corn situation unchanged with trend dependent on wheat. Corn and oats export demand of April 15 to May 8 way below expectation. Argentine corn surplus probably reduced to 180,000,000 but can supply Europe for long period. Liberal United

States corn visible should outlast May and June. Big decreases in the oats visible promise to occur too late in the crop year.

"New oats acreage should be 40,000,000 and our reports suggest a near 90 per cent condition. The June promise may be around 1,200,000,000."—E. W. Wagner & Co., Chicago, Letter May 8.

CARRY OVER PROMISES VERY SMALL

"Carry over July first promises smallest in fifteen years with one exception. Exports wheat and flour this season promise 350 millions. Last year and two years ago they were only 145 millions but a full average. In value this season's exports will be about three times as great as last. On the basis of normal consumption our surplus this season is 273 millions. Carry over last July 76 millions. If consumption this season has been restricted, say ten per cent, or about 50 millions, by high prices, poor business and cheap substitutes, then we will carry over 50 millions against 82 millions at the ten-year average. Smallest in fifteen years was 43 millions at the close of the Patten year six years ago. Chicago May expired 1.35¼, highest since the Leiter deal eleven years previous."—C. A. King & Co., Toledo, May Letter.

CHANGES IN MEMBERSHIP

Baltimore.—J. Wallace Hyman and Finley Barrell were admitted to membership in the Chamber of Commerce. The membership of Lyttleton B. Purcell was transferred. Reported by Secretary James B. Hessong.

Chicago.—New members of the Board of Trade are: Otto B. Du Rand, W. H. Keelin, H. R. Hudson, F. K. Benzing and Louis J. Weigle. Transferred memberships: Wm. C. Gorman, Est. of Walter Fitch, W. E. Morris, Vernon C. Gray and Chester A. Legg. Reported by Secretary J. C. F. Merrill.

Duluth.—W. A. Dunham was admitted to the Board of Trade and W. D. Gregory withdrew his membership. Reported by Secretary Chas. F. MacDonald.

Indianapolis.—Claude S. Reed of the Urmston-Harting Grain Company, Indianapolis, and F. M. Hayes, Decatur, Ill., were admitted into regular membership in the Board of Trade. W. B. Foreman, Lafayette, Ind., was elected to special membership. Reported by Secretary W. H. Howard.

Milwaukee.—New members of the Chamber of Commerce are: H. S. Culver, Alonzo E. Bush and Walter A. Lohr. Transferred memberships: H. C. Carr, David S. Baird and Perley C. Newlin. Reported by Secretary H. A. Plumb.

San Francisco.—New members of the Grain Trade Association of the Chamber of Commerce are: W. A. Plummer and R. H. Hughes. Reported by Secretary T. C. Friedlander.

TERMINAL NOTES

The capital stock of the Square Deal Grain Company of Winnipeg, Man., has been reduced from \$250,000 to \$50,000.

H. R. Whiteside represented the Chicago Board of Trade at the meeting of hay inspectors at Kansas City, Mo., May 4, 5, 6.

Jas. Richardson & Co. of Kingston, Ont., have opened a branch office at Montreal, Quebec, with H. W. Nelles in charge.

Wallace M. Bell, head of W. M. Bell & Co., of Milwaukee, Wis., returned early in May from a six weeks' visit on the Pacific Coast.

Thomas W. Keelin, a well known grain merchant and feed dealer of Chicago, has organized the Prairie State Milling Company with a capital stock of \$25,000.

Daniel McCaffrey's Sons Company of Pittsburgh, Pa., has discontinued its retail business since moving its offices to the Wabash Building and now is conducting a wholesale grain and hay business exclusively.

The grain commission firm of F. M. Baker & Co. of Chicago, Ill., was discontinued May 1 and F. M. Baker has taken charge of the grain receiving department of the Adolph Kempner Company, with offices in the Board of Trade Building. Paul Town,

associated with Mr. Baker for a number of years, has also gone with the Kempner concern.

The Hagen-Berg Company of Minneapolis and Duluth, Minn., has been incorporated to carry on a general grain commission business by H. L. Berg and T. H. Hagen.

A recent sale of a membership in the Kansas City Board of Trade, Kansas City, Mo., was made at \$4,500. This is a record price, the last sale reported being made at \$3,500.

The Alton Grain Elevator Company was recently incorporated at Kansas City, Mo., by E. D. Fisher, E. F. Swinney and W. M. Corbett. The capital of the company is \$105,500.

A bill before the State Legislature of Minnesota imposing a tax of one cent for every \$100 on grain sales for future delivery was killed by the failure of the senate to act on it.

Wm. N. Eckhardt, president of Pope & Eckhardt Company, Chicago, spent two weeks late in April and early in May in Arizona looking after some of his interests in that territory.

The stockholders of the Producers' Union Warehouse Company of Hatton, Wash., have made arrangements to sell their holdings to the Tri-State Terminal Warehouse Company of Seattle for \$5,200.

Lawrence Johnson, Jr., of the exporting grain house of Lawrence Johnson & Co. of Philadelphia, Pa., will be married in June to Miss Gladys M. Rawes, daughter of an English merchant living at Lisbon, Portugal.

B. Seward Carr, who lost the position he had held with Walter Fitch & Co. when that firm was recently consolidated with Harris, Winthrop & Co., committed suicide by shooting himself in the head. He was 50 years of age.

Frank Schreiner of Lindman & Co. of Chicago has returned to his old home at St. Louis, Mo., where his father is one of the older cash grain men in the Merchants' Exchange. He will retain his interest with the Chicago firm.

The Winter-Truesdale-Ames Company of Minneapolis, Minn., has opened an office in Minot, N. D., with A. Kannenberg in charge. Mr. Kannenberg will take care of all the Montana and northwestern North Dakota territory for the firm.

Kenton Barber, who has been associated for a number of years with the Simonds-Shields Grain Company of Kansas City, Mo., now has charge of the grain department of the Oklahoma City Mill & Elevator Company of Oklahoma City, Okla.

W. B. Christian, recently with the W. L. Green Commission Company of St. Louis, Mo., is now manager of the St. Louis branch, recently opened by Keusch & Schwartz Company of New York City. Offices are in the Chamber of Commerce Building.

J. E. Carney, with Keusch & Schwartz Company of Chicago, has compiled some very useful information on chinch bugs and their workings which will be of especial interest at this time. It appears in a neatly printed brochure and a copy will be mailed on request.

The Chalmette Export Company has been organized at New Orleans, La., to operate the Chalmette Elevator. It will be operated as a public elevator. The officers of the company are P. A. Crane, president; Brinkley Evans, vice-president; N. F. Noland, treasurer; S. D. Palmer, secretary.

The members of the Toledo Produce Exchange, Toledo, Ohio, are now moving into their new quarters in the Second National Bank Building. The Exchange trading floor will occupy a large part of the ninth floor. An illustration of the new building and history of the Produce Exchange will be given in our next issue.

The increased business of Gardiner B. Van Ness of Chicago has made it necessary for him to enlarge his office space in the Postal Telegraph Building. Therefore he now occupies Rooms 643, 644 and 645 in addition to the old quarters in Rooms 640, 641 and 642. As an indication of the impression made by the company's service, a manager of a Farmers' Elevator Company in Iowa, recently applying for a

position with the company as traveling solicitor, wrote that he would like to associate himself with a firm with whom he was personally acquainted, and whose methods of doing business were so satisfactory.

John Geddes, who was for years a member of the Chicago Board of Trade and formerly associated with Joe Leiter in marketing his cash wheat, was killed in the war in France late in April. Geddes was captain of a company which made up a regiment of soldiers organized in Winnipeg.

Logan & Bryan of Chicago have opened a second office at White Sulphur Springs, Va., under the management of J. L. Hall. An addition has also been made to their office force in Chicago in the person of Oliver C. Cleave, late manager of a local branch in New York City, for A. H. Caspary & Co.

The North American Grain Company has been organized at New York, N. Y., with George W. Blanchard, president; Charles Griffith, vice-president; E. L. Kimball, secretary. Mr. Blanchard was until recently manager of the New York office of the British Grain Company, Ltd., of Montreal and Winnipeg.

John W. Radford, vice-president of Pope & Eckhardt Company of Chicago, left that city with his wife on May 8 on a visit to the Pacific Coast. The route taken was via Chicago & Northwestern to Los Angeles and he will return by the Canadian Pacific. Mr. and Mrs. Radford will visit both expositions and will be gone about a month.

A. J. Cameron, formerly with E. P. Bacon & Co., has entered the cash grain department of Gardiner B. Van Ness, Chicago, Ill. Mr. Cameron started in the grain business with P. H. Schifflin & Co. as a cash grain clerk June, 1907, and continued those services until March, 1911, when he left there to go with E. P. Bacon & Co., filling the position of a cash grain clerk for about one year. In 1912 he became a member of the Chicago Exchange, filling the capacity of a corn and oat salesman for the E. P. Bacon Company, rendering service to them until the present time. Mr. Cameron is a young man 27 years of age and a very prominent member of the Young Men's Board of Trade Club.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of April, 1915:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	2,044,970	530,537	2,210,743	699,738
Corn, bus.....	2,640,345	197,689	4,503,941	51,334
Oats, bus.....	5,162,272	450,573	4,568,938	56,605
Barley, bus.....	267,071	5,497	128,474	.....
Rye, bus.....	883,333	295,591	604,754	313,145
Hay, tons.....	3,831	4,511	770	769
Flour, bbls.....	49,558	111,542	59,610	87,415

CHICAGO—Reported by J. C. F. Merrill, secretary of the Chicago Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	2,818,000	1,484,000	1,902,000	2,067,000
Corn, bus.....	2,877,000	2,139,000	9,309,000	6,705,000
Oats, bus.....	6,712,000	5,895,000	8,924,000	7,849,000
Barley, bus.....	1,340,000	1,452,000	532,000	549,000
Rye, bus.....	172,000	218,000	73,000	190,000
Tim'hy seed, lbs.	1,165,000	1,977,000	2,623,000	1,955,000
Clover seed, lbs.	438,000	412,000	792,000	740,000
Oth. gr. seed, lbs.	1,329,000	903,000	2,532,000	2,633,000
Flax seed, bus...	.....	10,000	.....	.....
Broom corn, lbs.	1,215,000	760,000	1,909,000	986,000
Hay, tons.....	25,573	42,962	7,806	5,652
Flour, bbls.....	674,000	783,000	541,000	484,000

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	219,159	147,439	210,371	170,769
Corn, bus.....	454,260	585,211	369,477	620,682
Oats, bus.....	498,879	465,935	451,300	416,503
Barley, bus.....	38,954	79,349	4,312	11,978
Rye, bus.....	18,451	30,640	9,436	12,849
Tim'hy seed, lbs.	612	2,955	2,231	3,565
Clover seed, lbs.	643	5,682	5,825	8,915
Oth. gr. seed, lbs.	10,535	9,311	11,507	9,591
Flax seed, bus...	92	24	13	1,177
Broom corn, lbs.	369,462	45,247	71,618	7,597
Hay, tons.....	16,916	20,791	15,816	19,752

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, domestic.	1,775,283	667,971	8,615,588	2,508,978
Wheat, bonded...	78,613	509,528	125,446	434,603
Corn	16,484	.....	1,948,509	260,114
Oats, domestic...	571,449	47,459	3,017,548	332,742
Oats, bonded....	.....	24,844	4,786	202,338
Barley, domestic.	64,234	13,395	633,729	312,876
Barley, bonded...	.....	52,341	.....	.....
Rye	9,662	10,824	40,863	49,185
Flax, domestic...	224,380	139,493	13,116	3,919
Flax, bonded....	15,093	237,383	.....	.....

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	35,146	62,175	3,468	25,622
Corn, bus.....	179,098	88,838	65,967	57,488
Oats, bus.....	143,153	160,283	129,742	171,857
Barley, bus.....	2,929	4,450	11,583	.....
Rye & O. C., bus.	5,844	8,284	.....	8,260
Hay, tons.....	2,812	2,583	69	443
Flour, bbls.....	44,893	55,195	7,099	14,383

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	113,000	52,000	179,000	122,000
Corn, bus.....	68,000	86,200	460,000	152,000
Oats, bus.....	272,000	244,500	74,000	39,500
Barley, bus.....	1,000	.....	.....	.....
Rye, bus.....	25,000	19,000	22,000	12,000
Flour, bbls.....	28,000	39,500	34,000	47,200

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	122,000	45,000	25,000	3,000
Corn, bus.....	1,092,000	787,000	443,000	478,000
Oats, bus.....	483,000	231,000	273,000	101,000
Hay, cars.....	181	105	.....	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	872,100	2,398,950	3,916,350	1,615,650
Corn, bus.....	1,755,000	1,457,500	1,623,750	2,370,000
Oats, bus.....	486,200	544,000	1,125,000	746,300
Barley, bus.....	11,200	79,800	2,800	103,600
Rye, bus.....	12,100	26,400	1,100	8,800
Kafir corn, lbs....	16,500	486,200	19,000	318,000
Flax seed, bus....	3,000	4,000	.....	1,000
Hay, tons.....	14,124	46,752	4,056	8,328
Flour, bbls.....	7,500	16,250	90,750	155,500

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	226,250	371,175	108,726	269,587
Corn, bus.....	616,975	376,125	1,390,054	804,366
Oats, bus.....	1,582,700	989,900	2,667,073	1,430,478
Barley, bus.....	731,280	876,300	304,224	240,082
Rye, bus.....	102,660	162,305	65,460	194,661
Tim'hy seed, lbs.	312,998	90,000	561,675	240,000
Clover seed, lbs.	79,303	183,751	80,042	150,460
Flax seed, bus....	29,040	55,660	.....	.....
Hay, tons.....	3,400	3,540	1,817	1,636
Flour, bbls.....	143,950	199,400	174,762	150,882

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	3,513,450	5,623,380	2,632,470	1,916,340
Corn, bus.....	876,840	395,680	932,740	675,880
Oats, bus.....	870,170	845,170	2,746,910	2,987,850
Barley, bus.....	955,200	899,540	1,495,770	1,678,750
Rye, bus.....	93,980	220,960	132,480	182,820
Flax seed, bus....	142,200	269,740	60,760	42,810
Hay, tons.....	3,445	2,060	446	300
Flour, bbls.....	36,994	61,865	1,208,857	1,508,260

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	6,319,540	.....	8,415,731	.....
Corn, bus.....	586,300	.....	1,718,263	.....
Oats, bus.....	2,965,900	.....	1,798,984	.....
Barley, bus.....	156,450	.....	82,795	.....
Rye, bus.....	43,750	.....	43,227	.....
Tim'hy seed, clover seed, and other grass seed, bags	3,350	.....	2,086	.....
Flax seed, bus....	478,610	.....	.....	.....
Hay, bales.....	22,786	.....	2,461	.....
Flour, bbls.....	906,251	.....	742,008	.....

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	758,400	506,400	402,000	613,200
Corn, bus.....	1,982,400	1,635,600	2,560,800	3,226,300
Oats, bus.....	705,500	802,400	907,500	1,636,500
Barley, bus.....	64,400	29,400	3,000	.....
Rye, bus.....	22,000	7,700	17,000	6,000

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	2,867,092	476,026	2,980,166	539,766
Corn, bus.....	108,531	90,279	347,713	.....
Oats, bus.....	2,502,117	803,353	1,475,703	64,979
Barley, bus.....	3,000	128,050	53,000	127,464
Rye, bus.....	1,522	41,000	45,000	51,900
Flax seed, bus....	15,000	168,854	.....	26,100
Hay, tons.....	4,817	6,759	.....	.....
Flour, bbls.....	134,700	163,053	128,285	41,468

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	1,174,203	1,237,996	895,430	1,420,120
Corn, bus.....	2,126,695	1,010,430	1,080,780	971,400
Oats, bus.....	1,810,500	1,460,300	1,642,010	1,726,010
Barley, bus.....	127,200	96,000	17,020	23,539
Rye, bus.....	9,900	9,900	9,350	7,493
Hay, tons.....	20,105	19,165	14,650	10,440
Flour, bbls.....	262,730	255,050	329,700	329,060

SAN FRANCISCO—Reported by Robert W. Lynch, manager of Chamber of Commerce:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, centals...	66,735	.....	160	.....
Corn, centals....	20,940	.....	32,066	.....
Oats, centals....	49,195	.....	34,237	.....
Barley, centals...	503,841	.....	314,963	.....
Rye, centals.....	2,075	.....	.....	.....
Hay, tons.....	14,247	.....	1,725	.....
Flour, sacks.....	334,578	.....	172,748	.....

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	322,000	134,000	159,600	186,500
Corn, bus.....	363,600	205,200	184,800	289,600
Oats, bus.....	967,200	49,600	702,300	172,400
Rye, bus.....	3,000	3,000	9,600	1,500
Barley, bus.....	1,000	9,000	.....	.....
Clover seed, bags.	5,270	5,420	13,590	19,548
Alsike, bags....	578	319	2,835	1,225
Timothy, bags...	4,292	1,911	10,349	7,172

INSPECTING HAY AT KANSAS CITY

BY BENJAMIN S. BROWN.

INSPECTORS of the National Hay Association came to Kansas City, May 4 and 5, and inspected all the hay that came into the market on those dates. The idea of having the inspectors of the National Association to grade the hay was to help the Kansas City Hay Dealers' Association to get together on what constitutes the requirements of the National Hay Association's grading as well as for the inspectors to get their ideas established on this line. The Kansas City Hay Dealers' Association has been campaigning for several years for uniform grading of hay so that they will know whether or not No. 1 hay on their market would be No. 1 or No. 2 grade on the market at some other city. It is generally conceded that No. 1 hay on the Kansas City market will grade No. 1 on any market in the world since, according to the estimates, Kansas City has been the greatest hay market in the world for the last five years.

J. Vining Taylor, of Winchester, Ind., secretary of the National Hay Association, S. A. Holder, of

just exactly what kind of hay he is buying. During the two days at Kansas City the hay receipts ran a little lighter than usual, but there were more than 300 cars on the tracks. Wednesday afternoon the inspectors were given a joy ride over the boulevards of Kansas City and in the evening were entertained at a theater party. They did not hold a formal session or a banquet, but left Wednesday night and Thursday morning for their own markets with a better understanding with the dealers in Kansas City.

C. R. Melcher, the young hay expert from Baltimore, Md., was one of the most popular hay inspectors in Kansas City during the two days of grading practice here. Mr. Melcher was more in demand in the arguments than any other one of the inspectors and all the dealers seemed to be very anxious to get his opinion on the different cars and bales of hay. One noticeable feature of his grading was that he did not tear the bales apart as did some of the others, but graded the hay just as he found it in the bale. In the cars they are not allowed to tear the bales apart, but when experimenting with



HAY INSPECTORS STARTING ON A TRIP AROUND KANSAS CITY'S BOULEVARDS

Indianapolis, Ind., A. T. Ragan and wife, of Coffeyville, Kas., C. R. Melcher, of Baltimore, Md., H. R. Whiteside, of Chicago, Ill., Mr. Smith, of Atlanta, Ga., and Vincent Gilpen, of St. Joseph, Mo., were among the inspectors who passed their judgment on bales of hay sent here from all over the country. The hay from the South scored a little higher than the others in the alfalfa class at the inspection of separate bales on the afternoon of May 5, at the warehouse of Ross Brothers. E. B. Bruce, Chairman of the Inspection Committee of the Kansas City Hay Dealers' Association, had charge of the grading and made careful account of each inspector's grading of bales. The result of the grading of each bale was read to the dealers assembled in the warehouse and they could compare the grading with their judgment of the hay. Most of them claim that they voted the same way that the majority of the inspectors voted. But it was noticeable that at no time was the judgment of the inspectors representing the different hay markets unanimous.

The inspectors visited the tracks at the stock yards each day and watched the buyers at work and then they inspected each car of hay. They praised the method by which the buying was done, which they claim is a better system than that in use at the other markets. Each car is opened up in the morning and the hay piled out in the doorway and the car tunneled through so that the buyer can go through every corner of the car and see

single bales that had been shipped in from New Mexico and other points some of the inspectors refused to pass their judgment on the hay until they had seen the heart of the bale.

H. R. Whiteside, inspector from Chicago, carried more wit and humor in his judgments than any of the other inspectors. Some of the hay that was put before Mr. Whiteside he even refused to admit was hay at all. He praised one bale that had been shipped in from New Mexico that contained the blue flowers of the alfalfa. It was generally conceded to be the best bale of alfalfa in the inspection room.

Mr. Smith of Atlanta, Ga., was considered to be a little more exacting than the other dealers. He was very careful not to grade any of the hay too high and demanded that it be very fancy for the No. 1 grade. Mr. Smith's judgment was one that the Kansas City dealers were very desirous of getting and he was asked for his opinion on nearly every bale that was brought before the assemblage.

J. Vining Taylor of Winchester, Ind., says that he was not greatly surprised at the class of hay shown on the Kansas City market and he says that it is his idea that the hay came up to all that has been said about it and that the market has done as was expected of the world's greatest hay market. "The hay from the West is about like the Western cattle in the respect that the Western cattle brings more than the Eastern cattle for the fact that it

dresses up about 5 or 6 pounds heavier; and the Western hay shows more class when it is opened up than any of the Eastern or Southern hay," says Mr. Taylor.

Vincent Gilpen, of the firm of Frenze & Gilpen Commission Company of St. Joseph, Mo., was a little late in arriving in Kansas City for the inspection. Mr. Gilpen says that Kansas City may be the biggest hay market but the one at St. Joseph is so large that it demands a great deal of his attention and it was impossible for him to get here on time. "I believe that I have a little better idea of what my hay will be graded at when I ship to these other markets since the grading here," he said, "and I believe that it is the best training that the hay dealers could probably get." Mr. Gilpen offered his opinion on much of the hay that was inspected at the warehouse on Wednesday.

A. T. Ragan of Coffeyville, Kan., is the only hay inspector who traveled with his wife so far as is known in Kansas City. Mrs. Ragan, however, did



SECRETARY J. VINING TAYLOR OF THE
NATIONAL HAY ASSOCIATION

not inspect any hay but confined her tour of inspection to the city itself and to the stores. Mr. Ragan says that she was shopping nearly all the time that they were in Kansas City.

E. B. Bruce, chairman of the Inspection Committee of the Kansas City Hay Dealers' Association, was the busiest man on the hay tracks during the inspection days. He had to round up all the inspectors and get them to work and he had to see that they were properly entertained and he says that he had a big job doing that besides attending to his regular hay business. Mr. Bruce received much praise for the work that his Association is doing in Kansas City.

Asa W. Miller of Yates Center, Kan., who was visiting on the hay tracks in Kansas City recently, says that it is his belief that there is a large amount of prairie hay still stored in the country of better quality than that which has been coming into the market recently. The reason for this is that the barns near the loading stations were well cleaned out during the stormy weather and those farther inland will not be cleaned for some time.

FREE estimations of a 900,000,000-bushel wheat crop this year are being made, but between the cup of May and the lip of July there may be many a slip.

A CARGO of 5,000 bushels of wheat was lost when the *Rosedale* sunk in the Wabash River at the Louisville and Nashville Railroad bridge recently. One of the crew was also lost when the boat went down.

CROP IMPROVEMENT

A LARGER YIELD OF BETTER GRAIN

BY BERT BALL*

There are four ways of running an elevator, all of these successful, and all of them permanent. First, an elevator may be owned by one man. Second, an elevator may be owned by a partnership. Third, an elevator may be run by a co-operation, which is another form of partnership with a large number of partners. Fourth, an elevator may be run by a partnership in another form, a corporation. All four forms have equal rights under the law. None of them should have special privileges. None of them is a royal road to success without work and capital.

The meanest man is the self-styled friend of the farmer, who places one arm lovingly about his neck, while the other hand rifles his pocket. Your community does not care a hang about you or your success, except in the exact proportion in which your success contributes to their success.

Every grain man owes one month in every year to the public service of his neighborhood. The man who always predicates everything he says with "What is there in it for me?" holds a nickel so close to his eye that it shuts out a world of opportunities.

Now, I do not advocate that a man should not look out for number one, but I do believe that number one is in its proper place, next to nothing. How many dealers have county agents in their particular county, backed by a Farm Bureau, the members of which pay dues? Now, how many contribute to the support of these farm bureaus, in charge of a paid agriculturist?

Many people seem to think that because the Government, through the Smith-Lever act, is willing to assist in paying the salary of a county agent, that nothing remains to be done. Too many millers and grain men collectively seem to be indifferent to their primary source of supply. The Crop Improvement Committee of the Council of Grain Exchanges is, as you all know, endeavoring to obtain a larger yield of better grain. Who for? The producers? Yes, primarily. Who else? The consumers? Of course. But who is the first in the line? Who should be ready night and day to improve grain conditions? The country grain dealers. The commercial clubs and the bankers have been quick and generous in responding.

No matter whether one has a county agent and a farm bureau or not, there is a live opportunity open to every grain man. It is up to him to awaken the agricultural conscience and back it up with the business sense of his natural leader, first because he makes his bread and butter in the grain business, and second, he knows the proper way of improving grain conditions. His every day experience tells him that there are entirely too many abominable mixtures in corn, wheat, oats, rye, barley, etc. He knows that with concerted effort these varieties may be cut down to one or two. He knows that there is no pure variety of grain in his neighborhood, and that each so-called variety is a mixture of varieties, all of which lower the market value. He knows that every year there are thirty-six million dollars worth of preventable grain diseases, which could be saved by a little team work. Get out your pencils and see what your share would be. He knows that by fanning and grading even the ordinary seeds in his neighborhood, that he could add 10 per cent to his income. He knows that by establishing a seed center and encouraging the development of the grains in his neighborhood, that he could add thousands of dollars of wealth to his community. The most of us are neglecting the greatest opportunity in your business life, and that

*Abstract of an address delivered at the convention of the Illinois Grain Dealers' Association, Champaign, Ill., on May 12, 1915.

is, in going into partnership with the school children of your public schools in germinating all seeds to be planted, and the giving of a certificate of vitality to every farmer before he plants his seeds.

There is a feature which should be introduced at once at the county fair or corn show in every county. Instead of offering premiums for two or three samples of fancy grain, we believe that a systematic plan should be made to exhibit a type sample of a quart or so of wheat, oats, barley, rye, etc., by every man whom you should reasonably expect to market his grain through your elevator. The procedure is somewhat as follows: First, you get the sanction of the officers of the fair or show. Second, call a meeting of the elevator men and others interested in the improvement of grain, and appoint a committee to go over the county map and estimate about how many farmers there will be and what the acreage will be. Begin after harvest with early plowing for wheat. Third, prepare a printed call, asking each man to submit a sample of the grain he intends to sow, at some central point where it will be properly labeled with the information you are to obtain from the grower. It would be well at this time to enlist the services of the telephone company so that the operators may call up every farmer and ask him if he is willing to bring in a sample. The samples will be judged by a university or other competent man and all of the farmers submitting samples will be requested to come to a meeting to decide which variety of each grain is best for all to grow. Arrangements are then to be made to buy in all of the mongrel seeds and to supply the type selected.

This is especially the province of the grain man in every neighborhood, to help establish the one variety of seed which is best adapted to soil and climate so it may be bred up to the highest efficiency, and that eventually it may be had in car load free from mixtures and weeds.

There is a fortune annually lying dormant under everyone's feet which nobody can collect because the necessary team work has not been started. I want to make an especial appeal. No business can make a permanent success which does not keep books and know what things cost. I believe that the greatest opportunity would be to take the Crop Improvement Farm Record book and see that first, each grain raiser makes a map of his farm, and inventory of all of his property once a year, and having done that, keep a cost account of his corn field and keep a calendar of his horse hours and man hours to show how his labor is distributed throughout the year.

HESSIAN FLY AND CHINCH BUG

It has been found that in Missouri and other states much of the early planted wheat has been infested with Hessian Fly. It requires real courage in these days of high prices to plow up a wheat field, but that is what a lot of the farmers are doing, and they will find that it will pay. Hessian fly is only slightly better than Krupp guns when it comes to destruction.

* * *

Cooperation and neighborhood action is the only successful way to combat the chinch bug. If you have not a county organization to take care of such matters, all the farmers in a neighborhood should be enrolled in the campaign to clean up the winter abode of the bug. Bonfires of weed trash now will return dollars in the ripened crop.

The Russians were building a great many elevators before the war and machinery, materials and equipment which had been ordered from Germany had not been delivered and, of course, cannot be delivered now.

TRADE NOTES

The Grain Machinery Company of North Vernon, Ind., has been incorporated with a capital stock of \$10,000. The incorporators are A. A. Tripp, D. H. Tripp and R. A. Tripp.

The Barbeau Grain Hulling Machine Company of Dayton, Ohio, has increased its capital stock to \$50,000 and has acquired the abandoned plant of the Davis Soap Company at Dayton, which it will reconstruct and refit with new machinery for the manufacture of its grain hulling machines.

The National Automatic Scale Company of West Pullman, Chicago, Ill., has made a number of improvements in its factory and added new machinery and additional force of workmen to increase their output. The Spring demand for the National Automatic Scale has opened with considerable activity and the company wishes to be ready to meet all demands on its output.

Webster Method has as its feature article for the May issue a very full write up of the Girard Point Elevator at Philadelphia, built by James Stewart & Co., of Chicago. Over 36 illustrations are used to show salient points of the house which has proved to be one of the fastest elevators of its size ever built. All the grain handling and power transmission machinery was furnished by The Webster Manufacturing Company of Tiffin, Ohio.

The "Charters," one of the crack baseball teams of the Manufacturers' League of Sterling, Ill., has been showing great speed in its work this Spring and in its first game gave a drubbing to the Rock Falls "Maroons" with a score of eighteen to naught. The club is sponsored by the Charter Gas Engine Company of Sterling, in fact its members are from that manufacturing plant and the "Charters" may be trusted to give a good account of themselves this baseball year.

William Watson, the genial representative of The S. Howes Company of Silver Creek, N. Y., with headquarters at Chicago, Ill., is no longer a man without a home, as late in April he brought his family of wife and daughter from Silver Creek and has set up his household lares *et* penates in an apartment out Jackson Park way. Mr. Watson leaves a married daughter in Silver Creek, and also has a son holding an important position with The S. Howes Company.

John S. Metcalf Company of 108 South LaSalle Street, Chicago, has just completed drawings and specifications for a 2,000,000-bushel storage addition to the Atchison, Topeka & Santa Fe Railway Co.'s Elevator at Argentine, Kan. This addition is to be completed for the next crop. When completed this plant will have a total capacity of 4,500,000 bushels in concrete storage, with an additional capacity of 300,000 bushels in the working house. The additional storage will also be equipped with independent turning over legs and the belts and spouting will be arranged to give great flexibility to the storage plant.

In the April issue of *Graphite*, the house organ of the Joseph Dixon Crucible Company, Jersey City, N. J., there is illustrated the large plant of the Great Eastern Elevator, Buffalo, N. Y., on which Dixon Silica-Graphite Paint has given a service of nine years. A number of other elevators have been illustrated in previous issues, among them the Globe Elevator Company's property at Duluth, Minn., on which Dixon Silica Graphite Paint has given 13 years of service without repainting. It appears that there is this difference between pure graphite and silica-graphite paint. The graphite pigment while unctuous is too soft to be used pure. The silica adds the necessary alloy which resists wear and abrasion, just as some copper alloy is necessary in a gold chain to give that chain strength. A 24-carat gold chain while pure will

wear out much more quickly than a chain made of 18 parts gold and 6 parts copper alloy. Hence the silica and graphite, especially Nature's mixture of the two pigments, which the Dixon Company mines and manufactures. A copy of the April *Graphite* will be sent on request and much of general interest will be found in its columns.

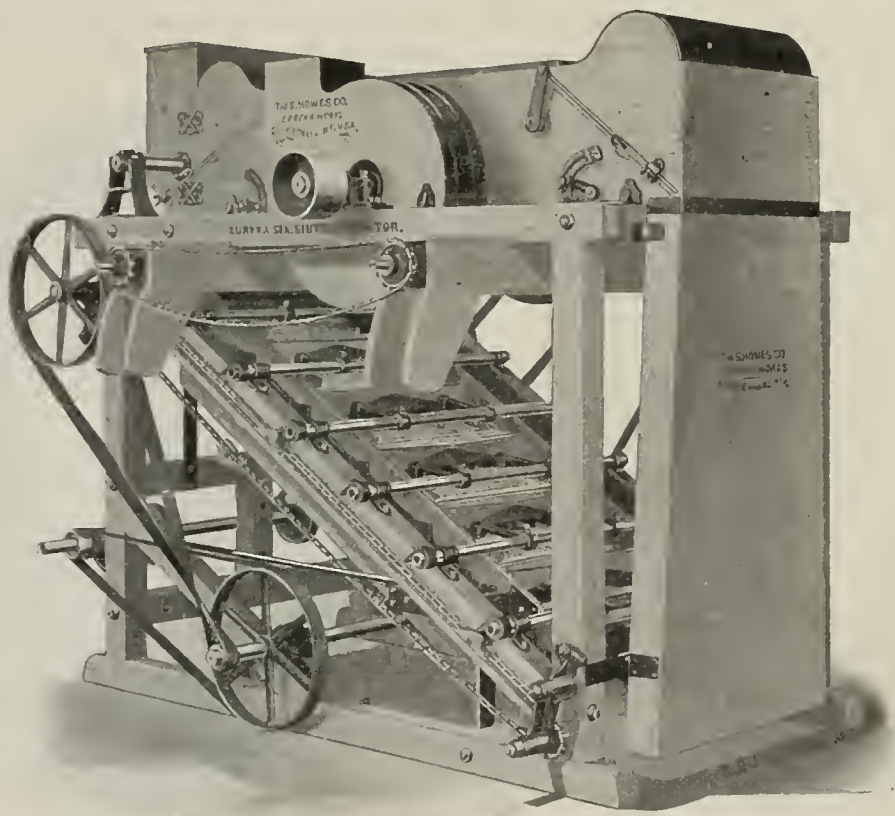
The grain elevator owner who insures his property desires fair terms on his policy and soundness in the company carrying the insurance. The Millers' Mutual Fire Insurance Association of Illinois, with head offices at Alton, Ill., is known as one of the most reliable companies in insurance on grain elevator and mill properties. Its methods of fair dealing has made a host of friends. One of its specialties is grain insurance for short terms and it invites all grain firms to make use of this

Smith; vice-president, George E. Long; treasurer, J. H. Schermerhorn; secretary, Harry Dailey; assistant secretary and assistant treasurer, Albert Norris.

SEPARATING OATS FROM WHEAT

The mere announcement of an addition to the Eureka Line of grain cleaning machinery is sufficient to awaken immediate interest among grain elevators all over the country. However, notwithstanding the recognized quality and efficiency of these machines, it frequently takes some little time before the sales reach the right point. This is because grain men are proverbially cautious, especially with regard to innovations. They must be shown definite and tangible profits before investing in new equipment.

The latest machine put on the market by The S. Howes Company violates these selling traditions because the sales have already reached a tremendous total. It is therefore evident that the phenomenal success which the Eureka Multi-Sieve Step Machine has experienced is due to its filling a long felt need. The machine serves three distinct purposes: Extracting wheat from oats; separating



THE NEW EUREKA MULTI-SIEVE STEP MACHINE

oats from wheat; taking out wheat from sieve tailings.

It is claimed that garlicky wheat can be perfectly cleaned by the machine and the manufacturers are willing to demonstrate this at any time. A descriptive bulletin will be sent to anyone making the request from The S. Howes Company, Silver Creek, N. Y., or branches in the principal cities and a machine will be installed on 30 days trial, which shows the worth of the proposition.

FIRST PEACE RIVER WHEAT REACHES MARKET

The first car of wheat ever shipped out of the Peace River country in northern Alberta has arrived at Winnipeg, Grand Trunk Pacific officials report. It was grown at Vanrena, which was ever considered barren North. From Peace River landing to Edmonton the trip was made by the Edmonton, Dunvegan and British Columbia railway line. It was then transferred to the Grand Trunk Pacific and forwarded to Winnipeg.

The Edmonton, Dunvegan and British Columbia line runs close to direct north from Edmonton, and then west, the distance being close to 400 miles. From Edmonton to Winnipeg the distance is over 800 miles, so that a trip of about 1,200 miles was made before this wheat reached Winnipeg to have inspectors announce that a point so far north could produce No. 3 Northern wheat.

The contracting business of Moulton & Evans of Minneapolis, Minn., has been discontinued. S. F. Evans has taken an interest in, and been elected secretary of the Diamond Iron Works of Minneapolis, which does a general machinery and foundry business. The firm of Moulton & Evans was one of the older elevator building and contracting firms of Minneapolis and its principals, R. J. Moulton and Mr. Evans, built up a business founded strictly on the 100 cents-on-the-dollar basis. They were highly regarded by their business associates and will have the good wishes of very many in their new endeavors.

The annual meeting of the stockholders of the Joseph Dixon Crucible Company was held at the company's office in Jersey City, N. J., April 19, 1915. There were present a large attendance of stockholders who expressed their satisfaction with the present management and re-elected the former board of directors for the ensuing year. The vote recorded was the largest ever represented at an annual election, 19,519 shares out of a possible 20,000. The following named gentlemen are the directors elected: George T. Smith, Robert E. Jennings, George E. Long, E. L. Young, William G. Bumsted, J. H. Schermerhorn, Harry Daily. The officers elected by the board of directors are: President, George T.

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain men have become much enthused over the definite prospects that there is to be a substantial addition to elevator capacity here. The Northwestern road is planning to put up a plant, the first unit of which will have facilities for storing 1,000,000 bushels and which will have the machinery installed for handling 2,500,000 bushels. In this way the capacity of the elevator can easily be increased by merely adding concrete storage tanks.

"This will be a wonderful boom for the Milwaukee grain trade," said Secretary H. A. Plumb, who has been a consistent advocate of larger elevator facilities for Milwaukee. "There has been a tremendous increase in the grain business here, last year's advance being represented by a gain of no less than 30 per cent, with a total for the year of approximately 77,000,000 bushels. Estimates have been made that the Milwaukee grain business will go up to 100,000,000 bushels in 1915. Perhaps this figure may not be reached, but if there is a good crop, as now seems fairly probable, and if Milwaukee continues to advance her grain activity as in the past, the goal of 100,000,000 bushels per year is not far away.

"The handling of grain has sometimes been delayed because of inadequate elevator room. And there has been talk for a long time that elevators would be built. Now it seems that the project has come to a head and the new plant will be erected on the unit plan by which the capacity can be increased from time to time. The prospects are now that Milwaukee will have much more adequate facilities for prompt trade in grain."

It is believed that the new plant will be ready for operation by the time the new grain crop is moving. The Northwestern road has had to have some grain handled at the Milwaukee road elevators because it lacked the room. The Northwestern road has ample ground space for the plant on the Kinnickinnic basin.

The present elevator capacity of Milwaukee is 4,550,000 bushels in regular storage and shipping elevators and 9,910,000 bushels in private elevators connected with Milwaukee manufacturing industries. The latter are very largely milling, malting, brewing and distillery concerns.

* * *

Milwaukee grain is ruling dull. Trade for the first week in May was 128 cars of barley, which is about the usual trade at this time of the year. Malting requirements are slow and prices are running from 73 to 76 cents per bushel.

Corn trade has picked up a little with 178 cars for the week instead of less than 100 cars for the previous week. Demand is good, both for local consumption and for shipping, at prices ranging from 75 to 76 cents a bushel.

The oats market has gone down recently from 2 to 3 cents, but the bulk of offerings are moving now at the close of the first week in May from 52 to 54 cents a bushel. Good, heavy weight oats are wanted, but light grades are not readily marketable. Trade for the week was more than 200 cars again, compared with 161 cars for the previous week.

Wheat prices are lower from 7 to 8 cents for the first week in May, with quotations ranging from

\$1.48 to \$1.58, and trade running around 70 cars per week. Milling and shipping demands are good only for the better grades.

* * *

One of the most prominent members the Chamber of Commerce has ever had, E. C. Wall, died recently at the age of 71. He had been in ill health for some time, but was confined to his home only for the last two weeks. He was a daily and welcome visitor at the Milwaukee Chamber. While a boy he worked in his father's store and later he became its owner. He was educated at Stockbridge College in Massachusetts and at Beloit and Racine Colleges.

Mr. Wall voted for Abraham Lincoln for President, but he early became prominent in the Democratic party and finally attained high rank in the



THE LATE E. C. WALL

councils of the party nationally. He was elected alderman, assemblyman, president of the Milwaukee Board of Health and member of the state central committee, and in 1886 he became collector of internal revenue. In 1890 he became chairman of the state central committee and in 1892 was chosen member of the Democratic national committee. In 1904 the Wisconsin delegation gave him the complimentary vote of the state for President. He also helped to finance Bryan's campaigns, also that of Wilson. Mr. Wall had been a member of the Chamber of Commerce since 1867 and had been president of the Chamber three times, the only president ever so honored by the Milwaukee exchange. That was in 1901, 1902 and in 1909. Mr. Wall was married twice, his son Alexander Wall surviving the first marriage and his widow the second marriage. A large delegation of the Chamber of Commerce was appointed to attend the funeral.

* * *

C. F. Freeman, one of the oldest members of the Milwaukee Chamber, died after a gradual decline and illness since last December. He was a native of Pennsylvania and removed to New York and later to Milwaukee in 1857. He became a member of the Chamber as early as 1862 and served on many of the important standing committees. He had been alderman, school commissioner and for several terms in the legislature of the state. The committee named by the Chamber of Commerce to attend his funeral was as follows: G. D. Hinkley,

E. G. Hadden, G. A. Schoeder, L. L. Runkel, G. C. Holstein, E. P. Bacon, W. A. Hottensen and F. H. Magdeburg.

* * *

The complete report of the secretary of the Milwaukee Chamber of Commerce contains some suggestions of the plans which are being made by the Milwaukee Harbor Commission to provide the city with the necessary harbor facilities. The report of the secretary, which is just off the press, says:

Jones Island is in process of condemnation and the widening of the Menominee River and the South Menominee Canal, in accordance with plans approved by Congress in 1910, will soon be accomplished. The city will realize on a bond issue of \$250,000 to reimburse owners of property on the island and the Milwaukee road has donated the land necessary to the widening of the Menominee. Work on the Kinnickinnic River unit of the harbor plan is still at a standstill because of litigation concerning condemnation of property.

The Jones Island condemnation and the Menominee River widening project is the first advance made in harbor work since 1907 and the removal of the corner of land on the Menominee River will involve the first expenditure of the fund of \$318,581 set aside by Congress in 1905 to aid in improving the Milwaukee harbor. An important incident in connection with creating a greater Milwaukee harbor is the segregation by the United States government of the lake front south of Wisconsin street for possible future harbor needs. The plan of the harbor commission is for recreation and passenger piers, and piers for the receipt and delivery of local freight, extending from Michigan street south, leaving the Jones Island terminals to handle the heavy bulk freight and all freight designed for reshipment by rail.

* * *

W. P. Bishop predicts a wonderful crop of grain after traveling through several of the big farming states of the West and observing the appearance of fields. "Conditions are fine," says Mr. Bishop, "with every indication of the return of prosperity. The Spring was late, in fact several weeks backward in Dakota, but when the seeding did take place the ground was warmer and the seed sprouted right up as soon as it hit the soil. Strange to say, there has also been plenty of rain, despite the general claim of dry weather. There has been more than an inch of rain since the grain was planted and now the streams are full of water. The weather has turned cool again, which gives the grain the best kind of a chance to get well rooted."

* * *

The latest report on Wisconsin's crop conditions for May 1 shows that rye is 95 per cent of normal, meadows are 92 per cent, pastures are 89 per cent, and there is a forecast of an output of 1,740,000 bushels of Winter wheat.

* * *

How the currents of trade are changing was well illustrated by the history of the Milwaukee grain trade recently written by Herman Bleyer, secretary of the Milwaukee Harbor Commission. This story shows that Milwaukee was once the greatest primary wheat market in the world. In 1841 the grain trade of the city began with the shipment of a cargo of 4,000 bushels of wheat to a Canadian port. By 1862 Milwaukee had become the greatest grain market in the country with receipts of 15,000,000 bushels of wheat, while Chicago (Milwaukee's only rival as a grain center had received but 13,000,000 bushels of wheat, in round numbers. Then, in 1873, the city reached the high mark as a grain center with wheat receipts of about 28,000,000 bushels. Wheat was almost the only grain handled here at that time, as 28,000,000 bushels of the 32,000,000 bushels of grain received were wheat.

Gradually, Milwaukee lost her wheat trade in large measure as Minneapolis and St. Paul grew

up and the grain fields were steadily moving farther west. Not until 1892 did the city recover its prestige fully as a grain center, so that by that time the total grain receipts exceeded those of 1875. Now the city is far beyond the 32,000,000 bushel record of 1875, the receipts last year being 77,000,000 bushels in round numbers and prospects being good for a 100,000,000 bushel trade per year soon. Wheat, instead of being 87 per cent of Milwaukee's grain trade, is now only 10 to 12 per cent of the total. Corn, oats and barley are now the chief lines handled at Milwaukee, with rye and wheat as secondary trading commodities.

* * *

President Charles A. Krause has named the following committees to serve for this year:

Supervisors of Grain Inspection and Weighing—W. P. Bishop, A. K. Taylor, Albert Zinn, P. P. Donahue and E. H. Dadmun.

Supervisors of Flour Inspection—A. L. Kern, J. J. Brook, Lee M. Powell, Phillip Orth and Julius Zahn.

Supervisors of Inspection and Provisions—John L. Daly, Patrick Cudahy, H. S. Culver, W. A. Dawson and W. H. Elring.

Arbitration of Grass and Clover Seed—J. J. Crandall, J. V. Lauer, Fred W. Kellogg, Walter C. Holstein and L. J. Keefe.

Weather Reports—William Young, Jr., A. Kayser and I. C. Lyman.

Membership—James T. Mallon, E. J. Grimes, Warren E. Stacks, C. B. Pierce and A. L. Johnstone.

Finance—H. H. Peterson, P. C. Kamm and A. R. Templeton.

Furniture and Rooms—L. L. Runkel, T. M. Corcoran and F. W. Ladish.

Market Reports—H. W. Ladish, A. K. Taylor and F. J. Phelan.

Rules and Regulations—A. K. Taylor, H. H. Peterson and H. A. Plumb.

Supplies—T. M. Corcoran, F. J. Coughlin and H. A. Plumb.

Transportation—H. M. Stratton, Walter Stern and A. R. Templeton.

* * *

The annual report of the Chamber of Commerce gives a birds-eye view of the wheat trade of the city, the figures showing that Milwaukee's wheat business is almost entirely in Spring wheat, or at about the rate of nine bushels of Spring wheat to one of Winter wheat. Milwaukee's proximity to the Spring wheat belt of the Northwest accounts for this. Inspected receipts of wheat at Milwaukee in 1914 were 3,344 cars, compared with 5,013 cars in 1913, 4,986 cars in 1912, 3,842 cars in 1911 and 4,854 cars in 1910. This shows how Milwaukee's annual wheat trade ranges from 3,800 to 5,000 cars per season. The receipts of wheat for the year 1914 at Milwaukee were 9,830,000 bushels, but 4,275,000 bushels were transferred from cars to vessels being consigned to Buffalo and not entering the trade at Milwaukee.

A summary of Milwaukee's barley trade for 1914 shows receipts of 17,985,000 bushels, compared with 19,897,000 bushels in 1913, 13,716,000 bushels in 1912 and 13,486,000 bushels in 1911. This indicates that the trade in barley last year at Milwaukee was approximately 18,000,000 bushels and that it was just a little under the high record receipts for 1913. With barley production of 194,000,000 bushels in the United States last year, Milwaukee handled about 9 per cent of the entire production of the country. The local consumption of barley is enormous, 13,000,000 bushels being used per year for malting alone. Nearly all the barley received therefore entered into home consumption. This makes Milwaukee the biggest consumptive point for barley in the country.

For several years Milwaukee's corn receipts ranged from 3,000,000 to 8,000,000 bushels, but in 1914 the receipts were 18,000,000 bushels, compared with 13,000,000 bushels in 1913, 10,000,000 bushels in 1912 and 8,000,000 bushels in 1911. Corn trade of the city has practically doubled therefore and the gain has been 5,000,000 bushels in a single year. Local consumption of corn is about 4,400,000 bushels, so that the bulk of receipts are shipped out to other points.

Milwaukee is well known as a great rye center, but trade in 1914 made a new high record with receipts of 3,700,000 bushels, compared with 3,000,000 bushels each in 1913 and 1912, 2,000,000 bushels in 1911 and 926,000 bushels in 1910. Ordinarily, Mil-

waukee's rye trade has been about 1,000,000 bushels a year, but it is now largely in excess of 3,000,000 bushels a year out of a total production in the country of a little more than 30,000,000 bushels. The local trade is therefore more than one-tenth of the country's crop. Milwaukee is located conveniently for shipping from the rye fields of Minnesota and Wisconsin. Local consumption of barley at Milwaukee in 1914 was 590,000 bushels.

* * *

Fire starting from an unknown cause in the engine room of Elevator E, Milwaukee, was extinguished after a loss of \$10,000. For a time a large amount of wheat was threatened with destruction.

* * *

The Milwaukee Elevator Company has appointed Louis Nigh as manager of the branch at Merton, Wis. Mr. Nigh will live at Harland until a new home is erected for him at Merton.

* * *

The May rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 5 per cent.

* * *

Milwaukee bank clearings have been running 4 to 5 per cent larger than for the corresponding weeks a year ago. This indicates improving business. Bankers who cater to the Milwaukee grain trade are complaining of very low rates of interest.

* * *

The grain in store at Milwaukee May 1 was 5,000 bushels of wheat, 13,000 bushels of corn in round numbers, 114,000 bushels of oats, 188,000 bushels of barley and 488 bushels of rye.

* * *

E. G. Bennett, for the past ten years owner of a grain elevator and feed mill at Horicon, Wis., has sold his interests to J. W. Bailey of Ripon and will move to Palsade, Colo., where he will operate a fruit farm.



OPERATORS in the grain market have passed through strenuous days during the past month. Under various influences, quotations have shown sharp swings from time to time. The figure in cash wheat has varied from \$1.54¼, set on the Saturday following the news of the *Lusitania* disaster, to a high of \$1.65½, recorded on April 26. As a net result the Duluth market ranges around 5 cents a bushel higher than a month ago. From a supply standpoint, operators are still bullish as regards the old crop situation, it being estimated that stocks of old Spring wheat will hardly suffice to cover millers' requirements between now and the marketing of new grain next September. Duluth houses in close touch with the export situation contend that the volume of grain under contract for early foreign shipment has been underestimated, and that with the final filling of these orders by the end of the present month interior and terminal elevators will be almost bare of stocks. At this writing stores of all kinds of wheat at Duluth are approximately 4,000,000 bushels, while Minneapolis has less than 6,000,000 bushels, giving these two points about 18,000,000 bushels lighter supplies than a year ago.

As a result of this condition, urgent inquiry from Eastern milling interests has been met on this market, and a substantial tonnage of lower grade wheat has been sold recently.

* * *

Movement of grain at the Head of the Lakes during April reached large proportions. Receipts of wheat, corn, barley, rye and oats aggregated 2,755,198 bushels against 1,703,238 bushels last year. Aggregate shipments during April were more than 10,200,000 bushels in excess of those of April, 1914, the greatest increases being in wheat, corn and oats.

The total grain shipments from the time the first boat started down the lakes on April 17 this year amounted to 14,399,000 bushels against only 4,105,000 bushels in April, 1914.

Supplies of all grains in Duluth and Superior elevators are now down to around 6,200,000 bushels, of which 1,141,000 bushels are flaxseed that will not move out for some time. Durum stores are practically exhausted, being less than 40,000 bushels. The market in that grain has been exceedingly erratic, due to its oversold condition, and the fact that trade in it is under the control of only two operators here. Its quotations was marked up to \$1.75 on April 19, from which its present figure is off 16 cents. It is reported that dealers have either made deliveries or have largely arrived at settlements upon their May contracts.

An illustration of the dangerous trading proposition in the Durum market was afforded recently. After picking up ten cars on the sample tables an operator found himself unable to place his hedges at better than \$1.67. Since then it has been the usual procedure for operators to first sell their Durum hedges and then buy the grain on that basis.

* * *

With the light ore shipments down the lakes and the small tonnage of grain now offering, the vessel trade has become demoralized and the grain rate from Duluth to Buffalo has broken down to 1 cent a bushel, with every probability of further weakness in the near future.

Reports being received by Duluth grain men regarding the crop outlook over the Northwest are of the most optimistic nature. It is conceded that the acreage seeded to wheat and other grains will show a large increase over any previous records. Speaking in that connection, H. F. Salyards of Ely, Salyards & Co., who returned this week from an extended inspection trip over North Dakota and Montana, said that he never saw the early outlook more promising. The ground had been better prepared than usual, and in most of the districts visited he found the wheat plant to have a good start with moisture sufficient to carry it through for some time. In northeastern Montana there had been no rains whatever during April, and complaints of dry conditions were general. Mr. Salyards predicts that the acreage sown to flaxseed this season will show a much larger decrease than even the most pessimistic in the trade have estimated so far. In northeastern Montana, which has always been banner producing territory for flaxseed, he estimates that the acreage seeded to it will be cut down fully 50 per cent, while a corresponding increase will be shown in other grains.

These and similar reports have furnished the basis for a strong market in flaxseed of late. At its close yesterday at \$2.02¼ the cash seed on the Duluth market shows an advance of 10 cents during the last three weeks. Crushers have been coming in more freely in the endeavor to cover their requirements. Strength in the market situation in the seed is being helped along by a reported heavier consumption of linseed oil and firmness in Argentina, where stocks have been materially reduced below their original estimates through unfavorable weather. Delays are being experienced by American crushers in obtaining deliveries of Argentine seed contracted for in this country.

* * *

There have been no further developments regarding proposed elevator extensions and improvements at the Head of the Lakes. Confidence is expressed that negotiations between the grain trade and the Wisconsin Tax Commission will lead to the adoption over there of the Minnesota basis of taxation. It is fully expected that a definite announcement on that score will be made within the next ten days. It is said that in view of the Superior elevators having been practically emptied on May 1, thus reducing their tax levels for the season to a minimum, the Wisconsin authorities are now disposed to come to a fresh arrangement. In the event of the changes desired by the grain trade being made, it is thought that extensions that have been under contemplation for some time by the Great Northern

and Capitol Elevator systems will be proceeded with. Elevator operators will, however, be guided largely in their action by crop developments over the Northwest.

* * *

Wilbur Joyce has been appointed manager of the Van Dusen-Harrington Company's Duluth office to fill the vacancy created through the death of John T. Pugh. Mr. Joyce was for some years associated with that company's Minneapolis office, and his appointment has been a popular one in grain circles here.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

OFTEN has it been said that the Commercial Exchange of this city would not be the same organization, if William P. Brazer renounced his allegiance to this institution, and made his final adieu to the grain floor. His hosts of friends among the membership and in the trade are hoping that

Brazer & Co. is wholly and solely "Billy" Brazer himself. His specialties are wheat, corn and oats, and if the amounts of these important cereals which he has dealt in were packed tightly into freight cars the train would be long enough to extend from Philadelphia to the Panama Exposition.

At the east entrance to the grain floor the Brazer table, bulletin boards and other paraphernalia are located, within a few strides of the grain pit, and the official quotation board, and from the Brazer headquarters the rays of sunshine and geniality emanate continuously, and it is there that the jolliest man on 'Change keeps every individual about him in good humor.

* * *

The hay trade has suffered considerably of late from the quarantine embargo restrictions brought about by the prevalence of the "foot and mouth" disease among the cattle all over the country, and the foreign war depression in general, but the aftermath is regarded as unusually favorable.

* * *

The Canadian move of placing an embargo on grain for export is rather looked upon here in a favorable way, and the leading grain men claim it will result in a better general business for this country's yield, especially if the coming crop as in-



WM. P. BRAZER OF PHILADELPHIA AND HIS TWO SONS

such a calamity will not occur even in years to come. He is just about as old as the Commercial Exchange, having been born in Philadelphia in 1854, and will reach his 61st birthday before the June roses begin to fade away.

He began the study of the grain business when 17 years old, while holding a prominent clerical position at one of the famous old time mountain resorts on the top of the Alleghenies, taking special interest in the daily telegraphic reports of the ups and downs in the grain market. He was soon advised to go to Chicago and locate there, which he did, and in 1871 secured a responsible appointment from Finley Barrell & Co. of Chicago to come to Philadelphia and look after their increasing trade, covering all manner of grain. For years he has represented this firm and has control of their private wire as well as their entire business interests at this port and end of the grain circuit.

His old Sunday school teacher, John L. Redner, who was in the grain business then at 404 South Delaware Avenue, in true and earnest "Billy Sunday" style, gave M. P. Brazer the glad hand, with a good lot of solid encouraging advice, and since 1872 up to the present time he modestly avers that he was not absent from the grain floor of the Exchange more than 100 days in all.

He occupies a suite of rooms in the Bourse Building, where his oldest son, Howard F., and his youngest one, William P. Brazer, Jr., are being brought up to learn the business, though the firm of W. P.

dedicated will be a bumper one, and it will simply be American wheat, corn and oats for foreign demands, and the United States will be able to supply all that is needed.

* * *

Frank B. Sitley, president of the firm of Sitley & Sons, Camden, N. J., who died recently after a brief illness of typhoid pneumonia at his home in Hadonfield, N. J., was extensively engaged in the grain elevator business founded by his father. He was 52 years old and a member of the Seeds Committee of the Commercial Exchange, and one of its best known and prominent members.

* * *

Extensive improvements have been made adjoining the official offices of the Commercial Exchange, and Chairman Horace Kolb and George Richardson, the active spirits in the Floor and Fixtures Committee, have had a maple floor laid and up-to-date racks are to hold the periodicals and trade journals, and an attractive brass railing is to surround the writing tables and the new department with new floor rug coverings.

* * *

The Philadelphia Grain Export Company, of which W. M. Richardson is president, Walter Keen Woolman vice-president and S. F. Scattergood treasurer to use very plain language, is getting there with both feet. They are not advertising their business, but from present indications will soon become one of the leading export grain concerns at this port.

BUFFALO

ELMER M. HILL - CORRESPONDENT

WITH the completion of the new Superior Elevator, Buffalo's facilities for handling lake grain have been increased 1,500,000 bushels capacity. Engineers and grain men, who have inspected the structure, declare that it is one of the most modern grain elevators along the entire chain of lakes. It was built by the Husted Milling Company, of which E. M. Husted is president, at a cost of approximately \$750,000.

The structure is located on the Buffalo Creek Railway and the Buffalo River—being a new district which is being developed along Buffalo's waterfront for commercial and industrial purposes. The elevator was designed and erected by the Monarch Engineering Company of Buffalo, under the personal direction of H. B. Wait, president.

The general arrangement of the new Superior Elevator consists of 42 circular bins, with a resulting interstice and outer spaces between the large bins utilized for storage as separate bins, giving a total of 98 storage bins, with a capacity of between 4,000 and 25,000 bushels each. On one side of the elevator is a cleaning house with bins both over and under the cleaning machine.

One of the novel and most up-to-date features of the new structure is its movable marine tower, which has a capacity of unloading from boats at the rate of 25,000 bushels of grain per hour. This tower is mounted on twenty-five pairs of car wheels and is self propelled, so that it can be moved to any point along the elevator dock. The tower, which is larger than most small elevators, is a complete elevating unit in itself, containing scales and garners for weighing grain and a loftier leg for elevating the grain and spouting it direct to the distributing spouts which puts the grain directly into elevator bins back of the tower, or by means of a conveyor into bins in the main structure.

The railway track facilities of the elevator on the land side consist of four tracks. There are six car pits for receiving grain from cars on the outer tracks, grain being conveyed to the boot of three loftier legs, weighed in 2,000 bushel scales in the cupola, and from there given direct distribution to approximately one-half the storage bins or, by conveyor, to any of the storage bins. There are three shipping legs with scales and garners, and three car spouts so as to load three cars at a time on the inside track.

Grain to be cleaned can be put directly into bins over cleaners as it is received from cars or it may be transferred from any storage bin to bins over cleaners. After passing through the cleaners, grain can either be re-elevated by short-legs into storage bins or can be dropped into the lower tier of bins under the cleaners from which it can be bagged and loaded direct to cars or can be spouted back to the main elevator legs to the house for distribution in the storage bins. The cleaning equipment consists of two oat clippers and two receiving separators. A sweeper system collects the dust from sweepings on all floors, delivering it to a dust packer on the bagging floor.

A pneumatic ticket system enables sending tickets to the weigh-room floor from any car receiving hopper and from the weigh-room floor to any car-loading spout; tickets can also be sent between the foreman's office and the weigh-room floor.

A Hess Drier in a separate building at one end of the elevator is constructed with bins over the drier into which grain to be dried can be delivered direct from receiving scales or to the marine tower. The dried grain is elevated by means of an outside elevator leg and delivered by direct spouting into the storage bins of the main elevator. The house is also equipped with a modern bleacher.

Among other striking features of this latest addition to Buffalo's elevating facilities are: The house is so constructed that any one or all of the grain

handling operations may be carried on at the same time without interfering with each other. A person may walk almost everywhere in the elevator without danger.

Running hot and cold water and shower baths are among the modern conveniences for the employes, as are electric stoves for offices and floors. If a workman's wife or friend wishes to send a note to any employe, up it goes by the pneumatic tube route with a reply coming down in a similar manner. A telephone-dictagraph system has also been installed for the convenience of the employes in carrying on their work in different parts of this modern grain elevator.

The stairway for the main elevator is in a separate tower shut off from the main building by automatic fire doors, and the tower is equipped with an elevator. The entire house is driven by electric motors and all electric wiring is in steel conduits. A complete system of gongs and signals is installed. Niagara Falls electric power is used exclusively.

The handling capacity is 25,000 bushels an hour

64,600 bushels; oats 581,900 bushels. The wheat market closed here on May 11, at \$1.56½.

* * *

The Produce Exchange is moving. The Old 'Change Building, originally owned by the Toledo Produce Exchange, with its special 'Change floor built for the purpose, has housed the local Produce Exchange since away back in the early 70's, is to be deserted and it is stated the building will be turned into a hotel. The Produce Exchange is moving into the tallest building in Toledo, the new 22-story building of the Second National Bank on Summit Street, which overlooks the river, the harbor and the Toledo Bay. The 'Change room will be a low ceilinged room somewhat smaller than the present quarters. It is being specially fitted up for the purpose designed, however, and will be beautifully furnished throughout with handsome mahogany furniture. The floor will be tiled and the place will present a decidedly modern appearance.

The greater share of the grain men who have occupied offices in the old Madison Avenue building

Duluth. A record was made in unloading 10,000 bushels of oats in 50 minutes from this boat at the East Side Iron Elevator.

* * *

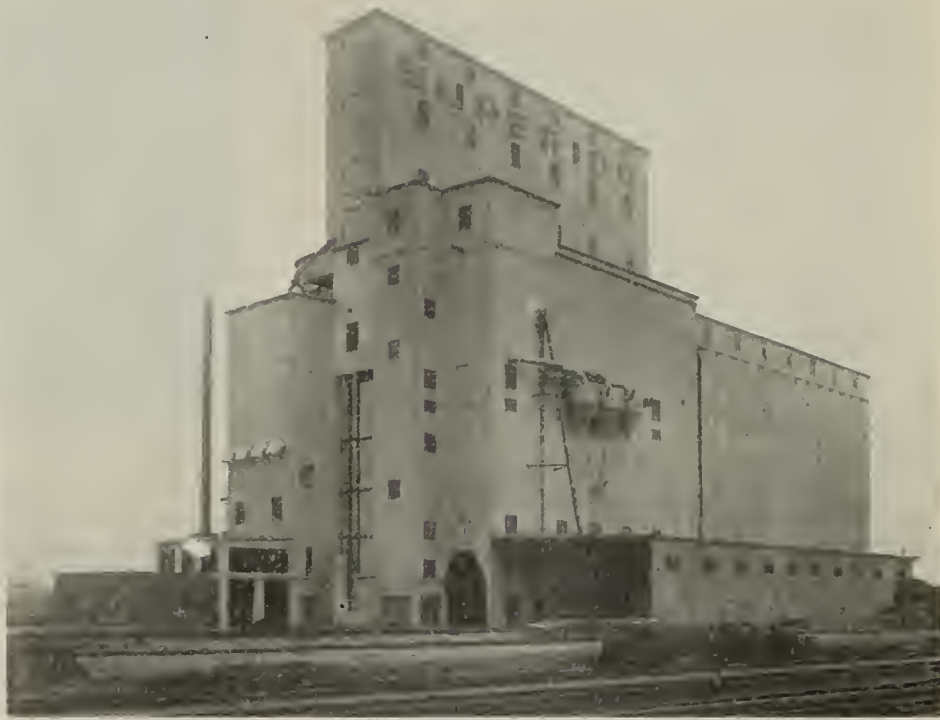
Henry Hirsch, the well known Toledo grain man, with his wife and daughter expects to visit the Panama-Pacific Exposition and will leave in a few days. Mr. and Mrs. Chas. Burge have also departed for the same destination.

* * *

A quarter of a million bushels of corn was delivered here for distribution among local dealers, part of the cargo coming from Chicago and the remainder from Duluth. The deliveries were on May contracts.

* * *

A Lucas County corn-growing club has been organized. Boys under 20 years of age are eligible and four prizes are provided by the state. The prizes consist of four free trips to Washington, \$115 in prizes, free trip to the Ohio state fair, and a three-year course in the state agricultural college.



VIEWS OF THE WATER SIDE AND RAILROAD SIDE OF THE NEW SUPERIOR ELEVATOR, BUFFALO, N. Y.

from or into boats and from 75 to 100 cars per day. The shipping capacity is 300 cars per day of 10 hours, with three car loading spouts.

TOLEDO

E. F. BAKER - - CORRESPONDENT

THE prospects for all crops in this section are said to be splendid. The wheat and oats plants are in splendid condition and the acreage is large. The weather has been ideal and the plants are growing beautifully. Practically all the farmers in this section have their Spring plowing done and many have their corn already planted. It is the general opinion that a bumper crop will be harvested in this section this year unless some undeveloped trouble should appear later in the season. Experienced grain men who have made 40 and 50-mile automobile tours through the country report splendid conditions and not a complaint has been heard on the local 'Change.

The grain movements in some lines have been fairly heavy recently and some large cargoes for export have passed through the port here. Grain stocks here are pretty well cleaned out save for some few holdings by country bulls. There was an especially large cargo of oats which left this port for export the past week.

Receipts for the past week amounted to: wheat, 45,000 bushels; corn, 38,400 bushels; oats 234,200 bushels. Shipments, wheat 97,800 bushels; corn

since it was built have removed to the new building or are now doing so. One or two of the concerns are still held under their leases but will join the force in the new building as soon as their leases expire.

Every precaution is being taken to avoid carrying any pests into the new building. No old desks which might serve as nests for mice or cockroaches will be allowed in the new quarters and the grain men will all be fitted out with such shining bright newness that they will hardly know themselves or each other.

* * *

John Wickenhiser and wife have returned from their Western trip. They took in both the California Expositions and report a delightful time.

* * *

H. L. Goemann, the former Toledo grain man now located at Mansfield, made a visit here this week. He spent his time looking after business matters and renewing old acquaintances. He is doing well in his new home.

* * *

The Wholesale & Retailers Board of the Toledo Commerce Club is planning the most important trip of its career, which will be taken within a week and will cover more than three hundred miles of some of the best territory within that radius of Toledo. H. D. Keilholtz of the grain firm of Southworth & Co., is among the grain men who will take this trip through Ohio and Indiana.

* * *

One of the largest boatloads of oats ever brought into the Toledo harbor arrived the last of April and consisted of 327,666 bushels. The cargo was carried by the steamer *M. A. Hanna* and came from

These prizes are offered by the state. The county will send six boys to Washington.

* * *

A. Mennel, the well known miller and grain man of Toledo, who represented the Toledo Commerce Club in the recent trip through South America on the *Kroonland*, in charge of Charles H. Gates, made a report of business conditions as he viewed them to the Commerce Club. Mr. Mennel said among other things: "I do not believe that conditions are ripe for the promotion of trade in South America." He stated that the South American republics are in a bad way financially and that Uruguay is the only nation in South America established on a sound financial basis. "Financial conditions," said he, "demand a long-time credit—too long for the manufacturing and other trade-seeking interests of the United States. Germany has been able to secure South American trade because of her ability to extend such credit as is demanded by South American customers. The only safe method for business men of this country to pursue, if they desire to enter the South American trade, is to operate through brokers exclusively covering foreign trade fields." The Gates party consisted of 250 business men, physicians and bankers. The party passed through the Panama Canal, steamed down the west coast of South America, through the Straits of Magellan and along the east coast back to New York. All the principal cities along the coast of the southern continent were visited and also many inland cities of importance. Chile, Argentina and Brazil, were of special interest to Mr. Mennel. The vast ranches that had harvested millions of acres of wheat caught his attention forcibly and he visited the immense flouring mills. Mr. Mennel is responsible

for the statement that one company with an investment of more than \$15,000,000 carries on practically all the flour and grain trade of Argentina. The plant of this company, he says, is on the docks and covers many acres.

* * *

Some time ago a friend of "Our Boy Solomon" (Frank I. King, the genial Toledo grain man) sent him a can of really-truly maple syrup. Now comes a friend from Indiana who sent him a special brand of cereal which is supposed to be very fine with maple syrup. The sender suggested the use of plenty of pecan nuts with the cereal, naively suggesting: "You lubricate the machinery in your mill. Why not the human machinery occasionally?" The sender declared that a serious use of the new cereal, maple syrup and pecan nuts would insure the user at least 100 years of life. "Our Boy Solomon" is now deeply engaged in figuring out just how desirable it may be to become a centenarian. If he concludes that he wants to live to be a hundred, he may try out the mixture. Otherwise some of his friends may expect a gift.

* * *

About 150 farmers met Saturday at Fremont to form a co-operative company. Dr. O. H. Thomas was elected temporary chairman, and F. H. Thurn temporary secretary. A meeting will be held next Saturday, at which time fifteen directors will be elected. There is talk of taking over one of the local elevators.

INDIANAPOLIS

F. J. MILLER - CORRESPONDENT

THE recent rain has brought joy to the hearts of the farmers and to the grain men, also, for it has meant fully a million dollars' worth more of products of the land than would have been the result had the long dry period continued. Over most of Indiana little rain of consequence had fallen since March, and March was in itself one of the driest months in a long period.

Grain men who have returned from tours of the country during the last week report very encour-

age around Petersburg is the largest in memory. Alfalfa, oats and clover also look promising. Crop experts figure that the rains have been worth half a million to a million dollars to the crops of Tippecanoe county alone. It was a life saver to some crops and a great stimulus to others, grain men report. Much of the corn crop is already planted.

* * *

Adolph J. Meyer, president of the Indianapolis Board of Trade, attended the World Court Congress



E. BLISH THOMPSON

in Cleveland, Ohio, May 12-14, having been named as a delegate by the governing committee of the Board. The object of the congress was to promote an international court of justice and a method of settling international disputes without war.

* * *

The damage suit filed by Miss Alba B. Dorn, age 24, teacher in the public schools of Lawrenceburg, Ind., against H. Lee Early, a grain broker, formerly of Lawrenceburg, but now of Cincinnati, for \$5,000,

cinnati; J. S. Leakey, New Lisbon; J. P. Sohn, Columbus; G. G. Davis, Tipton; T. M. Hayes, Decatur, Ill.; W. R. Gibbons, Cincinnati; J. M. McCormick, Logansport.

* * *

The following have been elected to membership in the Indianapolis Board of Trade: Ernest R. Keith, Claude S. Reed, William C. Hayward, Earle C. Herve, E. T. Kennan and J. H. Fodrea, of Indianapolis; F. M. Hayes, of Decatur, Ill.; and W. B. Foreman, of Lafayette, Ind.

* * *

E. Blish Thompson, secretary and sales manager of the Blish Milling Company, of Seymour, Ind., was one of the victims of the *Lusitania* disaster. Mrs. Thompson, who was with him, was saved. An error in the transmission of a message led Indiana relatives and friends to believe at first that both Mr. and Mrs. Thompson had been saved, but when Mrs. Thompson reached London, she sent a cablegram which bore the sad news of her husband's death. Mr. Thompson was going to England to look after a large contract the Blish company has in Holland. He expected to spend three months abroad, dividing the time between business and pleasure.

T. S. Blish, of the Blish Milling Company, received a message two days after the liner was torpedoed. It read: "Maudie and I are saved" and was unsigned, leading to the belief that both had been rescued. Mrs. Thompson arrived in London the next day and cabled. Immediately inquiries were sent to the American consul at Queenstown, the state department and the foreign representatives of the Blish Milling Company and all reported that they could find no trace of Mr. Thompson.

Mr. Blish has asked the telegraph and cable company to trace the first and erroneous message, which was received by Mrs. W. S. Handy, of Mays, Ind., a sister of Mrs. Thompson. He has been informed that the original message read "Maudie safe," and that an operator must have added the words "and I."

Mr. Thompson had been connected with the Blish company since 1905. Prior to that he was engaged in the mining business in Colorado and other Western states. He was married in 1904 to Miss Maude Robinson of New York.

Mr. Thompson was a great lover of adventure and outdoor sports. During the annual floral parade in Seymour last October—perhaps with prophetic instinct—he decorated his automobile as a submarine and in order to carry out the war idea more completely stained his face red. He drove the machine himself, accompanied by Mrs. Thompson.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT



SUBMARINE FLOAT DRIVEN IN A PARADE BY E. BLISH THOMPSON
By a Singular Fatality Mr. Thompson Lost His Life When the "Lusitania" was Torpedoed.

aging conditions. Muncie says that wheat in eastern Indiana is in excellent condition for this time of year. Huntington expects a banner wheat crop. Farmers in the district around Manilla have finished their Spring plowing and are getting their land ready for corn planting. Most of the corn crop is being planted early this year to get the benefit of the Spring rains, which are just arriving. Cambridge City reports much corn planting and a decided improvement in wheat since the week of rain. Wheat

has been settled out of court, the costs being paid and the suit dismissed. Miss Dorn alleged that an automobile belonging to Mr. Early caused a horse she was driving to run away, injuring her.

* * *

Recent guests of members on the trading floor of the Indianapolis Board of Trade include: F. E. Watkins, Cleveland; Ira Lambert, Anderson; J. F. S. Milligan, Waveland; W. H. Isenbour, Fountain-town; A. P. Watkins, Lincoln; C. S. Emerick, Cin-

ALL other factors in the St. Louis market have been overshadowed by the sinking of the *Lusitania*. Although the trade through recent developments had been lead to believe that such a speculative contingency might arise, it had far from realized the possibilities actually involved until the event took place. When the announcement that the ship had been torpedoed filtered over the wires just before the market closed on May 7, prices hesitated, then dropped rather violently about 3 cents a bushel. It was then believed that the passengers and crew of the ill-fated steamer had been saved. It was not until the next day, then, that the horror of the enormous loss of life and its political possibilities became known. With their realization came an avalanche of selling orders and values fairly melted away.

As usual, in times of such stress and excitement, all kinds of rumors were placed in circulation. Reports were circulated that exporters would be forced to abandon purchases of wheat in American markets; that shipping orders were being rapidly canceled and that English vessels about to leave ports

had been ordered to remain by the British Government. These were found to be fallacious, for if the war is to continue Europe will need American wheat, and buy it and get it across the ocean. Many ships have met the fate of the *Lusitania* without materially interfering with the export markets. It was the spectacular side of the catastrophe that gave the incident a magnified importance so far as the question of exports are concerned. The political side of the issues involved was of much more importance.

Unfortunately the news of the *Lusitania's* sinking came at a time when weather for the growing wheat crop was ideal. General rains east of the Mississippi River had relieved all talk of drought in that section, while the Southwest and Central West had a good wetting down. Reports indicate that the crop has had ample moisture to assure its development until well on towards maturity, and in Texas and Oklahoma more moisture would have been a hindrance to the crop rather than a benefit, as the crop has reached a stage where rank growth might have been precipitated. As an influence in the break the Government crop report of May 1 showed a condition on May 1 of 92.6 compared with 88.8 on April 1, and indicated a crop of 963,000,000 bushels, compare with 685,000,000 bushels last year, and it must be remembered that after May 1st the general rain spoken of took place.

When the trade has recovered its senses from these depressing influences, it will probably be realized that the war is still the prime factor in price making, for every indication is that peace for many months to come is an impossibility. The success of the German arms has been such that a settlement at present is out of the question. Furthermore, the best wheat territory in France is being fought over. Much of the fertile territory in the Baltic provinces, which are among the most productive in Russia, are being entered by the German troops. Belgium has been laid waste, and in Austria a very small acreage of wheat is likely owing to lack of labor on the farms. There is little question but that the wheat acreage in the old world will be so materially reduced as to more than offset the increased acreage and excellent crop prospects in this country, and if so there is no just reason to believe that cheap wheat for any great length of time is to prevail. War means high prices, and war is still before the world and the grain trade. The United States is in an enviable position in that she has the prospect of a great wheat harvest, for war will mean millions of dollars to our farmers in high-priced wheat in the principal marts of the world.

The American Feed Manufacturers' Association will hold its annual meeting at the Planters' Hotel, St. Louis, on June 10, 11 and 12. An interesting program has been arranged by a committee composed of President G. A. Chapman, S. T. Edwards, J. C. Reid, C. P. Woolverton and Secretary Brown. Roger P. Annan, Jr., president of the Merchants' Exchange, will be one of the speakers at the meeting.

The St. Louis Merchants' Exchange at a recent vote of members appropriated \$2,000 toward the crop improvement work of the Council of Grain Exchanges.

Friends of Henry F. Langenberg, of the Langenberg Commission Company, are glad to know that he is on the road to recovery after being confined to his home for several weeks by sickness.

A new fireproof elevator will be built by the Peoples Elevator Company at Metz, Mo., in time for the next harvest. A new elevator also will be built at Houstonia, Mo. The stockholders in the enterprise are E. H. Smith, F. W. Sewell, D. E. and H. A. Longan, F. H. Tuck and J. T. Patterson.

St. Louis territory had a general rain several days ago and the Winter wheat crop in this section is in fine condition. According to the Missouri state crop report the Winter wheat condition on May 1 was 90, against 89 last month and 102 last

year, and the rain came after the figures were compiled. The report showed the condition of oats to be 93 on 900,000 acres. Seventy per cent of the state's corn crop has been planted on an acreage 1 per cent larger than last year.

The Stanard-Tilton Milling Company is erecting four more concrete storage tanks on ground adjoining their elevator at Alton, Ill.

KANSAS CITY B. S. BROWN - - CORRESPONDENT

ACCORDING to the plans now in progress as a result of the prospects of a bumper wheat crop, Kansas City will have a capacity of more than 21,000,000 bushels at the elevators here. The Neola Elevator Company, a subsidiary of the Armour Grain Company of Chicago, has begun the construction of concrete tanks in Argentine, Kan., which will add 2,000,000 bushels to the capacity of that house and gives it a total of 4,500,000 bushels and makes it the largest storage house in the West. This is at Elevator A. The Armour company also controls Elevator B in Argentine, which has a capacity of 400,000 bushels. The Chicago & Alton Railway Company is rebuilding the Kaw Elevator, which burned last year, and will have a storage of 800,000 bushels. The Wabash Elevator, which now has a capacity of 350,000 bushels, is to be doubled.

W. J. Mensendieck of Kansas City recently was given some of the inside "dope" of the wonderful organization of the German Empire and the German army. According to a letter received from his brother, Otto, who is in Germany, the Empire will have 25 per cent more breadstuffs than will be required to run them until the next harvest, and he says the harvest this year will be a good one and much better than the other warring nations, as the fields of Germany have not yet been invaded as have those of the other nations.

The Springfield Jobbers' and Manufacturers' Association of Springfield, Mo., has shipped a car load of seed corn to West Plains, Mo., where it will be distributed to the needy farmers for planting. The reason for this is that the farmers of southern Missouri were in need of aid because of last year's droughts.

The accounting committee of the Farmers' Union met at the Kansas State Agricultural College at Manhattan, Kan., the week of April 5 to adopt a uniform accounting system for all of the Farmers' Union co-operative elevators in the state. J. J. Griebell of Stockton, chairman of the committee, presided. John D. Humphreys of the Bureau of Markets in the United States Department of Agriculture was present. L. A. Fitz, professor of milling industry in the College, urged the adoption of a grain grading system in the elevators. The committee voted to adopt the blanks suggested by Mr. Humphreys.

R. F. Malaby, sales manager of the Ellsworth Mill & Elevator Company of Ellsworth, Kan., was a recent visitor at the Kansas City Board of Trade. He says that the Ellsworth County wheat crop will not be surpassed by any in the state and that the production this year is the largest that the county has ever had. He says that most of the farmers have been selling freely when offered \$1.40 for wheat.

C. C. Andrews recently sold his seat on the Board of Trade at Kansas City for \$4,500, including the transfer fee of \$500 to Wallace C. Bagley of the Southwestern Milling Company. The price is \$1,000 more than ever paid before in Kansas City, and it is said that several more memberships are wanted at the same price, but so far none have been sold.

Mr. Bagley will succeed E. F. Emmons as wheat buyer for the milling company and Mr. Emmons will be connected with the Simonds-Shields Grain Company. The prospects of bumper crops of wheat in Kansas this year is credited with increasing the price of seats.

Henry Harvey Steele, a member of the Kansas City Board of Trade and president of H. H. Steele & Co., grain merchants, died at his home, 120 North Bales Avenue, following a short illness, on April 29. Mr. Steele was 62 years old and had operated on the Board of Trade for the last nine years. He was born in Springfield, Mo., and moved from there to Golden City, Mo., where he engaged in the elevator business. After establishing the firm here he continued to operate the elevator at Golden City in conjunction with his new business. Besides a widow, Mrs. Cora Steele, Mr. Steele is survived by two daughters, Mrs. John R. Neil of Kansas City and Mrs. W. F. Morrow, Golden City, Mo. He also leaves two brothers, William Steele, Oklahoma City, Okla., and a sister, Mrs. W. J. Knox, Springfield,



H. H. STEELE, DECEASED

Mo. The funeral was held at the residence Friday afternoon, April 30. Burial was in Mount Washington cemetery. Members of the Kansas City Board of Trade extend their sympathy to the family. Mr. Steele was well known on the Board of Trade and among the grain dealers in other cities.

Allen Logan of the Logan Brothers Grain Company of Kansas City recently returned from a trip of several weeks through the South. Mr. Logan was at Hot Springs for some time and then visited relatives in Kentucky and Tennessee. While away he could not keep his mind off of grain, and he reports that the outlook in Tennessee is good for wheat but that the weather in Kentucky had been a little too dry for the best results there.

Thomas R. Smith of B. C. Christopher & Co. put on the biggest show at the Board of Trade recently by displaying a staple of growing rye that measured 2½ feet high. Mr. Smith brought the rye in from his farm near Independence, Mo. Heads were well developed. "This is the first time that I ever saw rye headed in April," said Mr. Smith. "The crop looks as if it would be ready to harvest by June 1."

J. H. Dougan has been accepted for membership in the Kansas City Hay Dealers' Association by the directors of the body on a transfer of membership of S. R. Guyer. Mr. Dougan has organized the Dougan Hay Company, with officers in the Live

Stock Exchange Building, and will do a general shipping and receiving business. He was formerly in business in Topeka and still retains an interest in several elevators there.

* * *

J. A. McLiney of the Board of Trade recently returned from a trip to New Mexico and conducted an inspection of the wheat crop all the way back on the Santa Fe. He says that it looks just great and a bumper crop is almost certain.

* * *

L. B. Wilcox of Tulsa, Okla., caused a little grief on the Kansas City market recently by writing that he objected to the estimate of 60,000,000 bushels of wheat for Oklahoma. "I bet we don't raise 40,000,000 bushels," he says. "Of course the wheat looks good, but there are lots of bugs in it."

* * *

John I. Glover recently returned to Kansas City from California and is now devoting his entire attention to the completion of the Glover Building, which is opposite the Board of Trade and which will be an annex of the Board of Trade.

* * *

Ashby Woodson of Denison, Texas, a member of the Kansas City Board of Trade, was in the city not long ago and says that he expects a record crop of wheat from Texas this year. He declares that the acreage there has been greatly increased.

* * *

Secretary E. J. Smiley of the Kansas Grain Dealers' Association was in Kansas City recently and he says that Kansas must not expect to raise a larger crop of wheat than last year, for he declares that the acreage is not as large. However, most of the reports are that it is larger than last year. He says that the Russian thistle is menacing the crops on the northern part of the Santa Fe Railroad in the west of the state and that they will probably do a great damage to the crops.

* * *

A new elevator is being erected at Enid, Okla., for the Enid Mill & Elevator Company. It will have a capacity of 10,000 bushels.

* * *

The workmen who are putting on a new covering at the Kansas Grain Company's elevator in Hutchinson, Kan., are doing a double job. They are painting the steel roof as they put it in place.

* * *

J. W. Phelps of Cimarron, Kan., was motoring with his daughters recently when he ran into a stretch of road where much straw had been scattered. The straw stalled the motor car it became so thick and the exhaust of the motor car set fire to the straw, which in turn set fire to the automobile. Another motor car had to come to the aid of the party, but their motor had been entirely consumed and a great deal of prairie burned.

* * *

William Schmitt bought the interest of his partner, M. F. Boots, in the grain and elevator business, which they have conducted for years at Appleton City, Mo. Mr. Boots says that the first thing that he will do is to take a vacation.

* * *

Atchison is to get its first elevator of the new fireproof type. The Lukens Milling Company is going to erect a 125,000-bushel storage elevator in time for this year's crop.

* * *

House Bill 884 of Kansas provides for the repayment of loans made to buy seed wheat a few years ago. In a number of the western counties aid was extended in the way of loans for the purpose of purchasing seed wheat for settlers who were unable to buy their own seed. Prosperity has come again to those counties and this law provides for the repayment of these loans. The rate of interest shall not exceed 8 per cent and the amount the county may appropriate for this purpose in one year shall not exceed \$4,000.

* * *

Samuel R. Guyer, 64 years old and a hay dealer at Kansas City, died April 22 at his home, 1325 South Paseo Place. He came to Kansas City in 1880 from the East and went into the hay business. In 1888

he established the Prairie Hay Company, of which firm he was the proprietor. He was one of the original members of the Kansas City Hay Dealers' Association.

* * *

F. H. Tuck, president; F. W. Sewell, secretary; D. E. Longan, H. A. Longan, J. T. Patterson and Gail L. Smith constitute the officers and directors of a new organization at Houstonia, Mo. They are planning to erect a grain elevator there of a capacity of 20,000 bushels, which is to be ready by the time the wheat crop is harvested.

* * *

The Morrison Grain Company recently sent 1,200 bushels of corn sacked to Arrow Rock, Mo., by the Missouri River Navigation Company. The point is about 100 miles down the river and is 12 or 14 miles away from a railroad, and this is what suggested the water route. The freight cost was about 3½ cents a bushel. It was consigned to a cattle feeder, who also took six tons of cotton seed meal, which was shipped from Kansas City.

* * *

The Missouri River is proving to be one of the best means of shipping grain and elevator materials from Kansas City to other railroad centers.



LOADING GRAIN ON THE BARGE "ENDEAVOR"

The boat line to St. Louis makes it much cheaper to send the grain to that railroad center and hence to the East than it is to send it all the way by rail. The boats make about a five day schedule between here and St. Louis and a great deal of grain usually is included in its cargo. A recent shipment contained nearly 5,000 tons. The picture shows the method of loading the boats at the wharf at Kansas City. A long metal chute reaches from the dock to the hold of the boat and the bags of grain are sent down the chute.

* * *

George B. Ross, chief of the Kansas grain inspection department, visited the Board of Trade at Kansas City and stated that his entire force would be ready for work about June 1. Mr. Ross said that it was probable that he would establish an office in the Board of Trade Building in order to better the service and supervise the inspectors in this city.

* * *

The resignation of George A. Kimball, manager of the Transit Inspection Bureau, with headquarters in Kansas City, is announced to take effect May 15. For many years Mr. Kimball has been in charge of the milling-in-transit inspection for Western railroads. He has control of all territory from St. Louis westward, including Colorado. Mr. Kimball will settle down on a farm in Arkansas. His successor has not been chosen.

* * *

The long threatened suit of Attorney General Barker to prohibit the Kansas City Board of Trade and the St. Louis Merchants' Exchange from maintaining grain weighing bureaus will be filed in the Supreme Court through *quo warranto* proceedings this week. On application of James T. Bradshaw, state warehouse commissioner, Mr. Barker rendered an opinion that the weighing of grain in either public or private elevators at terminal markets was the exclusive function of the state grain inspection department. He held that any fee charged by grain

exchanges for check weights was illegal, even though acquiesced in by the owner of the grain. The grain exchanges paid no attention to the ruling and evinced a desire to have their rights tested in court, where they won a similar contest several years ago.

* * *

Bank Commissioner Benson, trustee of the seed wheat fund in Kansas, has declared a 60 per cent dividend to contributors. This fund was created last year to help needy farmers in western Kansas to buy seed wheat. It aggregated \$29,947.50 and was collected from hankers and business men in Kansas City and St. Joseph. Of this amount the farmers have returned \$17,968.50, and the bank commissioner is pro-rating it among the donors.

* * *

According to letters received by J. C. Mohler, secretary of the State Board of Agriculture, some of the big schools in the East may send their athletes to Kansas this summer to help harvest the wheat crop. It may develop that the wheat fields will be turned into training grounds for football teams.

* * *

In April, 1915, 1,777 cars of wheat came into Kansas City, which is an increase of 123 cars over that of the same month a year ago. The receipts of corn dropped nearly 600 cars for the month and oats 135 cars short of the record for April in 1914. The shipment of the grains all fell below the 1914 records.

* * *

The Union Pacific Elevator on the Kansas side, which burned a few years ago, has never been replaced. The Terminal Elevators of the Rock Island yards, adjacent in Kansas City, Kan., have taken care of the bulk of grain that formerly went to the Union Pacific Elevator. A further increase of the volume of grain coming in over the lines of the Rock Island and Union Pacific would indicate a necessity for further enlargement of the Terminal Elevators, but while such a move has been expected no announcement of any enlargement of capacity has been made.

CINCINNATI

K. C. GRAIN - - CORRESPONDENT

DESPITE high prices of all commodities in which the grain and hay men are interested, traffic on the Cincinnati exchange has been pretty active during the past month. Considering the fact that the millers are taking as little wheat as possible, hoping for a substantial drop in prices, especially in view of the recent favorable Government crop report, and the similar fact that other consuming lines have naturally economized as much as possible on purchases, for like reasons, the trade has had little to ask beyond the business which has been handled. The closing of the distilleries has affected the trade as a whole but little, as the consumption of corn by this industry has been extremely small this spring.

* * *

The Grain and Hay Exchange, which includes in its membership virtually the entire trade in this vicinity, has formally expressed its approval of the codification of the rules governing its operations, which has been completed by the special committee entrusted with this important work. The complete revision and codification became necessary by reason of the numerous changes, amendments and additions which have been made from time to time since the first rules were adopted, in 1865. These numerous changes, placed upon the original body of rules, naturally resulted in contradictions, duplicates and conflicts, calling for careful review of the whole mass and the elimination of all unnecessary matter. F. C. Collins of Collins & Co., is chairman of the committee selected for this purpose, which has been working on the codification for some weeks. The

approval of its work by the Exchange is the first step necessary in making the rules the binding law of the Exchange, as they must next be submitted to the Board of Directors of the Chamber of Commerce, with which the Grain and Hay Exchange is affiliated. When the Board passes upon them favorably the rules as codified become legally binding, being recognized by statute as well as by general law. One important change embodied in the rules is the elimination of all references to option deals, as the Cincinnati market for some time has been strictly a cash affair, while another change brings hay under the same regulations as other commodities handled by members. Another is that all members must have hay and grain officially inspected by the Chamber of Commerce on receipt. Fuller reference will be made to the codification, especially with reference to the changes made, when it takes effect on the expected approval of the Board of Directors of the Chamber.

* * *

A recent amendment to the grain rules of the Chamber of Commerce, announced by Secretary W. C. Culkins, makes the commission on shelled corn $\frac{1}{2}$ cent a bushel, with a minimum total commission of \$7.50 per carload.

* * *

A large number of traders on 'Change, including many grain men, have started a movement to have the Board of Directors reinstate the New York ticker on the floor, and record the movement of stocks on the board. This was done as a matter of course, until the closing of the Exchange in August of last year, on the breaking out of the war; but when the Exchange was opened again the Board did not reinstate the stock ticker, but only the news service. Traders in all branches of business miss it greatly, and a petition is to be presented to the Board asking that the service be re-established.

* * *

The only woman grain "man" on the floor of the Cincinnati Exchange, or as far as known, on any other, is and has been for a number of years Miss Laura G. Wasson, daughter of the late B. W. Wasson of B. W. Wasson & Co., whose recent death shocked his numerous friends in the trade. For several years prior to Mr. Wasson's death his daughter, who had been with him in business ever since she left school, represented the firm on the floor as efficiently as any man could have done, according to local grain men. Since her father's death, however, Miss Wasson has stated that she is not certain as to whether she will continue the business, acting as her own floor representative, intimating some distrust of the advisability of seeking membership in the Exchange personally. Several grain men whose attention was called to this fact have gallantly expressed themselves, however, as being emphatically in favor of extending to Miss Wasson at least the same courtesy as would be extended to a man, and have indicated that they see no reason why she should not become a member and continue her work in the trade.

* * *

The regular meeting of the Cincinnati Hay and Grain Exchange, held on the evening of April 13 at the Hotel Gibson, was without notable feature, being characterized by the same good feeling and optimism which is usually noticeable at meetings of this active body. The Exchange, by a formal vote, indicated that it would do all in its power to assist its friends, the millers, in the entertainment of the F. O. M. A. convention in the latter part of May. H. Lee Early presided as toastmaster, calling upon several members for informal remarks.

* * *

That crop conditions in the territory immediately in the vicinity of Cincinnati are quite as good as those in the rest of the country, as shown by the exceedingly favorable Government report recently made public, is indicated by the result of a canvass of the wheat crop in Ohio and Indiana made by the Richter Grain Company in the latter part of April. Of the inquiries sent out 86 replies were received from Ohio and 204 from Indiana, results being tabulated as follows: Ohio—Average condition, 15 excellent, 46 good, 25 fair. In the hands of farmers,

167,800 bushels; millers, 44,500 bushels; dealers, 106,100. Two millers are reported as holding 30,000 bushels of the millers' stock reported. Indiana—Average condition, 29 excellent, 125 good, 83 fair, 3 poor. In the hands of farmers, 280,550 bushels; millers, 370,450 bushels, of which 73,000 is held by two millers; dealers, 111,450 bushels.

* * *

A meeting of the stockholders of the Grimes-Stritmatter Grain Company of Portsmouth, Ohio, which was incorporated in January to take over the business founded more than thirty years ago by H. S. Grimes, was recently held, and the following officers were elected: President, Edward Stritmatter; vice president, Harry E. Taylor; secretary, J. D. Bridges. Mr. Stritmatter was also elected treasurer and general manager, and will continue to direct the business personally, as he has done for the past few years. During the years preceding the organization of the company, the business was conducted by Mr. Grimes and Mr. Stritmatter as a partnership. The concern handles a large grain business, and is well known in a large section.

* * *

The Wadsworth Feed Company, of Warren, Ohio, has taken out a permit for the purpose of erecting



ONE OF THE EVILS WHICH PENNSYLVANIA SEEKS TO OBIVATE

a \$4,000 building in connection with its plant, for use in drying corn, and the structure will have a large floor space for this purpose.

* * *

The W. R. Gardner Grain & Mill Company, of Bellevue, Ohio, has filed amended articles of incorporation reducing its capitalization from \$100,000 to \$20,000.

* * *

The Okolona Grain & Stock Company, of Okolona, Ohio, has filed articles of incorporation by which its capital stock is increased from \$12,000 to \$25,000, for the purpose of extending its facilities for handling business.

* * *

The Barbcau Grain Hulling Machine Company, of Dayton, Ohio, has increased its capital stock from \$15,000 to \$50,000.

* * *

The Louisville Milling & Elevator Company is the name of a new concern in the trade at Louisville, Ohio, recently organized by Thomas Weir, D. E. Daniels, F. E. Widder, James E. Weir and A. J. Knoeffer. The company is capitalized at \$100,000, and will operate a good-sized plant at Louisville.

STRAW bread has been invented by a German savant, but as yet the price of baled straw has not responded to this important discovery.

RECORD shipments from the Northwest have been made in all cereals and flour this season. From July 1, 1914, to March 1, 1915, wheat shipments, including wheat as flour, amounted to 29,726,534 bushels and for the first time in the history of the trade prices were on a par with eastern markets.

FOR THE SAKE OF PURER GRAIN

BY H. WINSLOW FEGLEY.

A bill has recently been introduced in the Pennsylvania legislature by Hon. Howard W. Body, which grain dealers and millers are especially anxious to have passed. If the bill secures the necessary votes and becomes a law it cannot help but pass along its good results to other states.

The bill provides among other things, that any person or persons owning or leasing land in Pennsylvania, in which any of the plants commonly known as wild mustard, wild carrot, wild onion, horse nettle or Russian thistle, may be growing, to cut the same, so as to prevent their going to seed and their seed ripening. Every person neglecting to do this shall be liable to a fine of \$10, such fine to go to the school board of the proper township.

It is provided further, that it shall be lawful for any person or persons owning lands adjacent to premises on which any of the weeds or plants named are growing, and which are not being cut by the owners or custodians of such premises and are therefore likely to ripen seed, who may consider themselves liable to be injured by such neglect, to inform by written notice any constable or super-

visor of the township or district whose duty it shall be to give 10 days' notice in writing to the owner or owners or custodian of the lands upon which such plants or weeds may be growing to cut and destroy them. If they neglect or refuse to cut and destroy the same at the end of 10 days after such notice, it shall be the duty of the officer giving such notice to enter upon such premises with what help he may employ and cut down and destroy such plants or weeds.

The officer and other persons employed by him shall be entitled to recover from such persons compensation at the rate of \$2 a day for the time employed, and the officer serving such notice shall likewise be entitled to a fee of \$2 for such service.

Further it shall be the duty of the supervisors of the public roads in every township or district to destroy all such plants or weeds growing along the public roads or highways of their districts at such periods as to prevent their ripening seed. If any constable or supervisor shall neglect or refuse to perform his duties as prescribed by this act he shall be liable to a penalty of \$10.

NORTH DAKOTA estimates the value of her last year's crops at \$144,293,000, which is a gain of nearly 17 per cent on the five-year average.

THE farmers of Idaho are disappointed because the Governor of the state vetoed the bill providing for free distribution of seed by county commissioners, the value to be returned after harvest. The governor stated that such a bill would discriminate against the seed and grain dealers of the state. This is reason enough for the veto.



ILLINOIS

A farmers' elevator company was recently formed at Aledo, Ill.

R. C. Parks of Kirksville is erecting a new elevator at Bruce, Ill.

DeLong Brothers expect to install a gasoline engine in their elevator at Ivesdale, Ill.

A new elevator is being built at Milledgeville, Ill., by the Farmers' Elevator Company.

The Hendrix Brothers sold their elevator at Maroa, Ill., to R. E. Persinger of Decatur.

The Hasenwinkle Grain Company is installing a new car loader in its plant at Heyworth, Ill.

Henry Baldwin of Prophetstown, Ill., has purchased the elevator at Galt from George Burch.

The Northwestern Railway expects to erect an elevator on the Henderson farm at Athens, Ill.

Plans have been formed for the erection of three elevators along the Hennepin Canal this Spring.

A farmers' elevator company was recently organized at Viola, Ill., to build an elevator at that place.

W. W. Dewey & Sons are having automatic scales added to their warehouses at Sparland and Henry, Ill.

The Mahomet Grain Company, Mahomet, Ill., has awarded a contract for the remodeling of its elevator.

The Farmers' Elevator Company's plant at Princeton, Ill., is being remodeled and a feed grinder installed.

The office of the Stanford Grain Company of Stanford, Ill., was entered recently by burglars and \$30 stolen.

The elevator business at Pekin, Ill., was recently purchased by a Mr. Wykle of Peoria, from the Bachman Brothers.

The elevator of the Forest City Grain Company, located at Forest City, Ill., is to be covered with galvanized iron.

The G. H. Dole Elevator on South Third Street, Monmouth, Ill., has been leased to the J. C. South Grain Company.

The Farmers' Elevator Company of Ridge Farm, Ill., has bought the elevators at Humrick and Humrick Junction for \$19,840.

The capital stock of the Franklin Grove Farmers' Elevator Company of Franklin Grove, Ill., has been increased from \$15,000 to \$40,000.

The officers of the Newman Elevator Company were notified that the name of the little town of Newman would be changed to Erayson (Ill.).

The Farmers' Elevator Company at Richland, Ill., has wrecked its old elevator and is building a modern, cribbed, iron-covered, 30,000-bushel elevator.

Three thousand five hundred bushels of wheat was purchased in the latter part of April by the Farmers' Elevator Company of Ludlow, Ill., for which \$2,450 was paid.

The old Scripps Elevator at Astoria, Ill., which was recently bought from the Buder heirs by J. B. Snedeker is being moved. The elevator was built in the early 70's.

A contract has been made between the Farmers' Elevator Company of Kewanee, Ill., and the "Q" Railroad whereby the railroad will lay a special track for the use of the elevator.

Ed Burt, who has been buying grain at Shannon, Ill., for 40 years, has sold his elevator at Bolton to Resenstiel & Co., and the elevator at Shannon to Harper & Graham Brothers Company.

The Wabash Railroad has agreed to put in a switch at the Dillon Crossing near Bement, Ill., for the Farmers' Elevator Company if the farmers will do the grading and \$600 of the cost price.

E. C. Sumner of Cutmer, Ill., is building a new office and installing a new leg, with other repairs, in his elevator. The work is being done by the Burrell Engineering & Construction Company of Chicago.

A 20,000-bushel elevator is being constructed at Monticello, Ill., for the Roy H. Jones Company, to replace the elevator which collapsed last Winter. The new structure will have a concrete foundation, hopper bottom bins and two-stand elevators. It will be equipped with a Fairbanks Gas Engine, automatic scale and conveying and transmitting machinery throughout and covered with steel siding and an asbestos roof.

For the consideration of \$16,000 Alvin Harrison became owner of the elevators at Clinton and Birkbeck, Ill. P. K. Wilson, who formerly owned these elevators, will devote his time to the cultivation of his 1,000-acre farm.

The Aschenbrenner Brothers' Elevator, which is being constructed in Bradford Township, Ill., will be 24x24x36 feet and will have a capacity of from 10,000 to 12,000 bushels. A gasoline engine will furnish the motive power.

The Dwight Elevator Company has been organized at Dwight, Ill., to conduct a grain, coal and lumber business. The company, capitalized with \$10,000, was incorporated by J. R. Oughton, Frank L. Smith and C. J. Horn.

Articles of incorporation were recently filed by the Farmers' Grain Company at Byron, Ill., capitalized with \$15,000, to conduct a grain, feed and flour business. It is reported the company has already received a site for its elevator.

The Farmers' Elevator Company of Meyer Station, Ill., has let a contract for its new elevator to be erected on the Chicago & Northwestern Railway, a mile west of the Meyer elevator and on the line between the Cincinnati and Sand Prairie townships.

The Farmers' Grain & Supply Company was organized at Sheridan Junction, Ill., by Jule E. Grandgeorge, Fred D. Dolder, Leo J. Dondenville and M. J. Flaherty. The company will handle grain, lumber, coal, lime and general merchandise, and has a capital of \$7,500.

The Farmers' Elevator Company of Delavan, Ill., has placed its contract with the Burrell Engineering & Construction Company of Chicago, for a new 25,000-bushel cribbed construction elevator to be built at Home Siding on the new branch of the Chicago & Northwestern Railway.

A large tract of land extending along the Calumet River south from 118th Street was recently sold to the Chicago & Northwestern Railway. The land was formerly owned by several people and the consideration is placed at \$528,528. It is rumored that the proposed \$4,500,000 elevator of the Armour Grain Company will be erected on this site.

Work has been started on the new elevator at Lee Center, Ill., to be owned and operated by A. F. Jeanblanc. The elevator, which will have a capacity of from 18,000 to 20,000 bushels, will measure 28x36x40 feet and be modern in every respect, including hopper shaped iron-clad bins place for gravity feed. It has not been decided whether to use gasoline or electricity for motive power.

WESTERN

The farmers around Circle, Mont., have organized to build an elevator at that place.

The Musselshell Grain & Elevator Company will erect a 12,000-bushel elevator at Ingomar, Mont.

A new elevator is being constructed at Strasburg, Colo., for the Crescent Mill & Elevator Company.

The Farmers' Grain & Manufacturing Company was recently organized at Antelope, Mont., with a capital of \$20,000.

The farmers in the vicinity of Roggen, Colo., expect to erect an elevator and have it ready for operation next Fall.

An elevator is to be erected at the Dry Creek terminal in June by the Menard Mercantile Company of Menard, Mont.

The Lancaster Feed & Fuel Company has purchased a portable elevator and will install it in its plant at Lancaster, Cal.

Bids are being secured by the Sterling Farmers' Union, Sterling, Colo., for the erection of an elevator and flour mill at that point.

The citizens of Portland, Ore., are going to vote on the question of issuing a bond for the erection of a warehouse to cost \$900,000.

The two grain warehouses at Greer, Idaho, have been bought from L. W. Robinson by the Nezperce-Rochdale Company, Nezperce, Idaho.

The Farmers' Elevator Company of St. Anthony, Idaho, has contracted with the Burrell Engineering & Construction Company of Chicago for a new 30,000-bushel grain elevator. It will be of cribbed

construction on a concrete foundation and covered with iron siding.

The grain elevator and warehouse at Carlton, Ore., which was burned down several months ago, is to be rebuilt by W. H. Smith of McMinnville.

C. W. McFarland and Fred L. Taft, both experienced grain men, have entered into partnership and will conduct a grain business at Palouse, Wis.

The Grain & Storage Company of Douglas, Wyo., has been formed to succeed the Wyoming Feed Company. The capital of the company amounts to \$10,000.

A large 60,000-sack grain warehouse is in the course of construction at Huron, Cal. Semper & Cloverine, the owners of the warehouse, deal in grain in sacks, in carload and in l. c. l. lots.

A new elevator is to be erected at Perma, Mont., by the Plains Flouring Company. Plans are also made by the same company for the construction of two 36-foot concrete tanks for grain storage at Plains in connection with the mill.

A. Stinson of Genoa is erecting a 20,000-bushel elevator, a grinder and automatic scales at Seibert, Colo., and at Ariba. At Seibert the business will be conducted under the name of Stinson & Stramp, at Ariba under the name of Stinson, Stramp & Wenchuetz.

IOWA

A new addition is being built to the South Elevator at McIntire, Iowa.

The elevator and grain market at Rowley, Iowa, has been bought by a Mr. Hayden.

Jacob Erickson has started the construction of an addition to his elevator at Roland, Iowa.

Plans are being made for the organization of a Farmers' Elevator Company at Kent, Iowa.

The Farmers' Elevator Company of Hubbard, Iowa, expects to erect a new elevator there.

A new elevator will be established at Borden, Iowa, by the Farmers' Co-operative Association of that place.

The Farmers' Elevator Company of Little Rock, Iowa, has installed two new grain dumps in its plant.

The Iowa Investment Corporation of Cedar Rapids, Iowa, is building a 15,000-bushel elevator at Waverly, Iowa.

The Western Elevator Company's building at Clarion, Iowa, was recently disposed of to Gordon Garver of Tingly, Iowa.

A new addition is being built to the elevator owned and operated by the Farmers' Elevator Company at Mt. Union, Iowa.

Thomas Rutherford has entered into the grain business at Robertson, Iowa, and will operate the grain elevator at that place.

W. H. Hubbard of Paton, Iowa, has completed negotiations by which he becomes the owner of four more northern Iowa elevators.

The erection of a grain elevator at Muscatine, Iowa, is being contemplated by the Merchants' Elevator Company of Minneapolis, Minn.

A new grain company, composed of M. E. Gannon, Frank C. Kelley and others, has purchased the B. A. Lockwood elevator at Elkhart, Iowa.

The farmers of Greene, Iowa, are organizing for the purpose of raising \$6,000 with which to purchase the Packford elevator at that point.

A farmers' co-operative grain elevator company was formed at Forest City, Iowa, on May 1. The company will be ready for this season's crops.

A new grain elevator will be erected for H. H. Wilson, Grant McCullough and C. R. Rauch at Mount Ayr, Iowa, by C. R. Burchard of Lincoln, Neb.

Incorporation papers were granted the Colwell Grain Exchange to be located at Colwell, Iowa. The company is capitalized with \$10,000 and will deal in grain, lumber, coal, stock and other farm products.

A new \$10,000 grain elevator is being built by Charles A. Robinson on the site formerly occupied by his old elevator at Albion, Iowa. The new building will be 36x38 feet and will be 50 feet in height to the eaves, with an additional 35 feet for the cupola. The elevator will have a capacity of

40,000 bushels. A corn sheller is to be installed as well as other machinery which will make it up-to-date in every respect.

A. Humeston & Sons are remodeling their elevator at Humeston, Iowa. Wheat dumps are being added and the shelling arrangements are being changed.

The Renke Brothers of Morrison, Iowa, have awarded the Burrell Engineering & Construction Company of Chicago the contract for the erection of an elevator at Morrison.

The Farmers' Co-operative Elevator Company has closed negotiations whereby it becomes the owner of the elevator, formerly owned by J. Berdsell, on the Illinois Central right-of-way, at Alden, Iowa.

The Burrell Engineering & Construction Company of Chicago has the contract for the construction of an elevator at Blairstown, Iowa, for the Blairstown Grain Company to replace the one which was recently burned.

A new company was recently formed at Madrid, Iowa, with capital of \$10,000, which purchased the local elevator from the Central Iowa Grain Company, which is now the owner of the B. A. Lockwood interests.

Extensive repairs are being made and an addition being built on the Santa Fe elevator at Fort Madison, Iowa. A part of the roof was torn away by lightning some time ago and this necessitated several repairs.

The Farmers' Grain Company of Sheldahl, Iowa, filed articles of incorporation recently, with capital stock of \$10,000. The officers are: President, Arch Frick; vice-president, C. Peterson; secretary and treasurer, D. F. Schaal.

A contract has been let by the Farmers' Elevator Company of Graettinger, Iowa, for the construction of a grain elevator. The capacity of the elevator will be 40,000 bushels and the cost of erection will amount to about \$7,500.

OHIO, INDIANA AND MICHIGAN

Finkle Brothers of Warren, Ind., are building a new elevator and mill.

The Shirley Grain Company recently sold its elevator at Shirley, Ind., to J. C. Young.

Carrolton Thatcher has traded his farm for the elevator of C. O. Johnson at McCool, Ind.

F. W. Ewing of Flint, Mich., has purchased the elevator at Bettsville, Ohio, from W. J. Depp.

The Gray Elevator Company of Romeo, Mich., has increased its capital from \$10,000 to \$15,000.

A new co-operative elevator company has been formed at Ash Grove, Ind., to build an elevator.

The farmers of Danville, Ind., are interested in a proposition to erect a grain elevator at Campbell Station.

The Okolona Grain & Stock Company, located at Okolona, Ohio, has increased its capital from \$12,000 to \$25,000.

The Goodland Grain Company has had its elevator at Percy Junction, Ind., torn down and will have another built.

The elevator at Thorntown, Ind., has been completed for R. S. Stall & Co., who will handle grain, seed, feed and flour.

Wilker & Klosterman of Montezuma have purchased the S. S. Earhart Grain Company's business at Burkettsville, Ohio.

The capital stock of the W. R. Gardner Grain & Mill Company, Bellevue, Ohio, has been reduced from \$100,000 to \$20,000.

Several new machines were recently installed in the plant of the J. T. Sims Grain Company, located at Frankfort, Ind.

The grain elevator at Buckley, Mich., which was partially destroyed by fire last Winter is to be rebuilt in time for harvest.

The Merrill Farmers' Elevator Company has been organized at Merrill, Mich., to deal in grain. The capital is placed at \$30,000.

A site has been bought at Morgantown, Ind., by the Suckow Milling Company of Franklin, Ind., who will build a \$12,000 elevator there.

A capital stock of \$25,000 has been raised by the Farmers' Elevator Company at Ligonier, Ind., for the erection of an elevator at that place.

A meeting of the directors and stockholders of the Richmond Elevator Company, Richmond, Mich., was held recently and a trustee was appointed to take charge of the affairs of the elevator.

The Sterling Grain Company of Mount Sterling, Ohio, is erecting a new two-story frame building, 53x63 feet, to be used as a ware and storeroom for farm implements on the lot adjoining the elevator.

After the old elevator of Valentine & Valentine at Franklin, Ind., has been wrecked, a modern 110,000-bushel elevator will be constructed by the Burrell Engineering & Construction Company of Chicago. A warehouse for storing feed will be

built and improvements to cost from \$15,000 to \$20,000 will be made.

Plans have been formed for the establishment of a 13,000-bushel elevator at Honey Creek, Ind., by the Farmers' Milling & Supply Company.

G. O. Cruickshank and George L. Kraft, of the Fostoria Grain Company, have sold their interest in that company and have formed a partnership at Leipsic, Ohio, to do business as the Leipsic Grain Company.

John Himes of the Himes Coal Company, Grand Rapids, Mich., has purchased for \$20,000 a tract of land at Grand Rapids on which he expects to erect an elevator and storage building. The building when completed will be valued at \$30,000.

It has been reported that the grain elevator and storage warehouse company, which is to be formed at Millcreek (mail to Belmont), Mich., will locate its plant not very far from the West Michigan state fair grounds.

Articles of incorporation were filed by the Louisville Milling & Elevator Company at Louisville, Ohio, capitalized with \$100,000, to do a general grain and elevator business. The incorporators are: Thomas Weir, D. E. Daniels, F. E. Wilder, James H. Weir and A. J. Knoefler.

Several repairs and improvements are being made on the elevator at Bucyrus, Ohio, formerly known as the Valparaiso Elevator, now owned and operated by H. D. Miller. New foundations have been put under the elevator proper and the office building and many changes made inside, making it modern in every way.

EASTERN

The North American Grain Company has been incorporated at New York City, N. Y., with capital of \$50,000 to deal in grain and seeds.

The grain business of H. L. Marsh & Co., Newport, R. I., has been sold to Mackenzie & Winslow of Fall River, who will continue operating it.

A building permit has been granted to the Eastern Grain Mill & Elevator Company for the erection of an elevator on the south side of the Buffalo River west of the Lake Shore tracks. The structure is to cost approximately \$226,700.

The Nowak Milling Corporation was recently granted incorporation papers at Buffalo to conduct a grain and feed business. The capital of the company amounts to \$200,000. The incorporators are: M. M., M. and A. Nowak of Buffalo.

MINNESOTA AND WISCONSIN

A farmers' elevator company has been formed at Currie, Minn.

It is very probable that an elevator may be built at Le Sueur, Minn.

A new grain elevator is to be constructed soon at Coon Creek, Minn.

The St. John Grain Company of Wilder, Minn., is planning to enlarge their elevator.

A new elevator is to be built at St. Clair, Minn., by the Farmers' Equity Society of that place.

The Equity Society of Cedar Grove, Wis., has made plans for a new elevator to be erected at that point.

The Farmers' Elevator Company of Carlisle, Minn., expects to repair its elevator this Summer.

A farmers' elevator company is being formed at Morton, Minn., to erect a grain elevator there.

A grain, feed and flour warehouse is in the course of construction at Allentown, Wis., by M. Stoffel & Co.

Plans have been submitted to the Farmers' Elevator Company of Green Isle, Minn., for its proposed new elevator.

The Ely-Salyards Company of Duluth, Minn., is conducting an elevator on Traverse Lake near Brown Valley.

The Lavesson elevator at Lake Benton, Minn., was sold to Wm. Crandall of Haynes, S. D., by J. A. Bigham & Son.

A. D. German expects to open a wholesale supply house at Prairie du Chien, Wis., and deal in grains, flour, sugar and cement.

J. P. Thern & Co., are erecting a grain elevator building, 38x30 feet at New London, Wis., in connection with their other plant.

The Farmers' Co-operative Elevator Company of Windom, Minn., is overhauling its elevator and having the roof raised several feet.

The Farmers' Elevator Company of Fertile, Minn., is making several improvements on the Thorpe elevator, which it purchased not long ago.

The Farmers' Elevator Company of Blue Earth, Minn., contemplates the erection of an elevator on the property recently purchased from the Harmon Coal Company.

The Atlanta Elevator Company has sold its elevator at Parkers Prairie, Minn., to G. H. Shoutz, the pioneer grain dealer of Minnesota. He is repairing and remodeling it for the coming season.

The present office will be used for a power house and a 7-horsepower electric motor has been installed.

The Two Rivers Mercantile Company, Two Rivers, Wis., contemplates the construction of an elevator on the site recently bought by it from the Realty Company.

Improvements are being made by the Kenyon Farmers' Mercantile & Elevator Company on its elevator at Kenyon, Minn., which will make it modern in every way.

The Fruen Cereal Company of Minneapolis, Minn., has been granted a building permit for the erection of a reinforced concrete steel and brick grain elevator to cost \$10,000.

The Anderson elevator and warehouse, owned by the North Star Grain Company, Springfield, Minn., has been sold to Charles Davin of Gary, S. D. He will take possession on June 1.

The Crookston Milling Company of Crookston, Minn., has under consideration the erection of a 50,000-bushel elevator at that point. The elevator will be equipped with cleaning machinery.

The W. J. Durham Lumber Company of Wantoma, Wis., is in the market for plans for a grain elevator which they expect to build soon. The elevator is to be 30x30 feet and will have a side track.

It has been reported that the Chicago & Northwestern Railway will build a 1,000,000-bushel elevator at Milwaukee, Wis. Machinery will be installed which will be heavy enough to handle 2,500,000 bushels.

The Tyler Grain Company recently filed articles of incorporation at Tyler, Minn. The capital of the company amounts to \$16,000 and was incorporated by John Donovan, M. Glemmestad, Henry G. Schwartz and Hans Christiansen. The firm will deal in agricultural products and fuel.

Numerous improvements are being made by Casper Green & Son on their elevator at Morgan, Minn. A new elevator is being installed with a capacity of 3,000 bushels per hour. It has a 16-inch belt with 15x17-inch cups. A 10-horsepower motor will take the place of the gas engine, and a man-lift put in after the stairway has been torn away. The elevator will also be wired for electric lights. The improvements will cost about \$700, and will make the elevator modern in every respect.

MISSOURI, KANSAS AND NEBRASKA

Willard Brothers are erecting a new elevator at Baxter Springs, Kan.

The capacity of the Wabash Elevator at Harlem, Mo., is being doubled.

W. B. Dalton is having a 20,000-bushel elevator erected at Wamego, Kan.

An elevator is in course of construction by Granstaff & Son at Eldon, Mo.

The Dickerhof elevator at Mankato, Kan., has been disposed of to S. I. Green.

The Updike Elevator at Rising City, Neb., has been purchased by C. B. Barker.

Victor Snyder purchased the elevators at Alma and Everson, Neb., from W. H. Lewis.

The Kansas Grain Company's elevator at Kansas City, Mo., is being covered with steel.

H. A. Alexander has sold his elevator and coal business at Beatrice, Neb., to John Dobbs.

A. C. Klaumann has sold his elevator at Cuba, Kan., to Vanier & Pelton of Fairbury, Neb.

The Farmers' Union of Hopper, Neb., expects to either build or buy an elevator near there.

The elevator at St. James, Mo., has been sold by W. Heller to Wm. Murray of Red Bird, Mo.

An 8,000-bushel elevator has been completed at Alma, Kan., by the Derby Grain Company.

The mill at Uniontown, Kan., is to be remodeled into an elevator by Goodlander & Konantz.

The Holden Mill & Elevator Company is making repairs on its elevator and mill at Holden, Mo.

The Bell elevator at Rulo, Neb., has been purchased by the Farmers' Business Association.

A 100,000-bushel elevator is to be constructed at Newton, Kan., by the Empire Milling Company.

With a capital of \$25,000 the Farmers' Elevator Company has been incorporated at Giltner, Neb.

The Arnold Mill Company, Albert, Kan., is building a 30,000-bushel grain elevator at that town.

A fireproof elevator building is to be constructed at Metz, Mo., by the People's Elevator Company.

M. F. Aumiller, Sandspring, Kan., is interested in a movement for the building of an elevator there.

The Eagle Mill & Elevator Company of Higginsville, Mo., expects to build an elevator at Mayview, Mo.

The Farmers' Elevator Company had its old elevator at Turon, Kan., wrecked and a new ironclad elevator with a capacity of 16,000 bushels, and

equipped with a manlift, rope drive and modern machinery is now being constructed.

The Eisenmayer Milling Company expects to move its elevator at Clever, Mo., and build a new one.

A new engine has been installed in the elevator of the Bartling Grain Company at Nebraska City, Neb.

The farmers' organization of Shelby, Neb., have taken charge of the Trans-Mississippi Grain Company.

The Stauffer-Cammack Grain Company was formed at Columbus, Kan., not long ago with \$10,000 capital.

The Farmers' Elevator Company was recently formed at Kilgore, Neb., with a capital stock of \$25,000.

The new elevator at Silver Lake, Kan., to be owned and operated by a Mr. Harper is now ready for operation.

The elevator capacity of the Reuter Milling Company, Flat River, Mo., will be increased from 20,000 to 30,000 bushels.

A new warehouse for feed and grain will be constructed at Gypsum, Kan., by the Gypsum Mill & Elevator Company.

William Schmitt has purchased the interest of M. F. Boots in the elevator and grain business at Appleton City, Mo.

A petition has been started by the Farmers' Equity Society for the establishment of an elevator at Rising City, Neb.

Capitalized with \$15,000, the Joy Grain Company was recently granted incorporation papers at Joy, Kiowa County, Kan.

It has been planned by the Farmers' Union of Osborne, Kan., to erect a 20,000-bushel elevator at Bloomington, Kan.

Harry Eddy has sold his interest in the elevator at Cameron, Mo., to the W. H. Seaton Grain Company of Lathrop, Mo.

The Iuka Farmers' Elevator Company of Iuka, Kan., has decided to dissolve after selling its elevator, office and grounds.

The erection of a grain elevator at Clyde, Kan., is being considered by the Farmers' Co-operative Supply Company of that place.

Plans have been made by the Arkansas City Milling Company for the erection of an 18,000-bushel elevator at Hardtner, Kan.

Plans are on foot for the establishment of an elevator at Sherman City, Kan., by the Kelso Grain Company of Cherokee.

The Kansas Grain Company contemplates the erection of a 10,000-bushel, iron-clad elevator at Ardell (mail to Linsley), Kan.

A grain elevator is to be built on the White River Railroad south of Avilla, Mo., by the Farmers' Elevator Company of Avilla.

The Attica Grain & Supply Company is building an addition to its elevator at Attica, Kan., and putting in new concrete bin bottoms.

Articles of incorporation were filed recently by the Farmers' Elevator & Supply Company at Whiting, Kan., capitalized with \$8,000.

The farmers round about Willis, Kan., are discussing plans for the erection of an elevator and the organization of a milling company.

An elevator is being constructed at Trousdale, Kan., by the Newton Milling Company. The elevator will have a capacity of 20,000 bushels.

A new grain company was chartered at Nickerson, Kan., and will conduct its business under the firm name of the Woodell Grain Company.

The L. H. Pettis Grain Company of Hutchinson, Kan., expects to erect two 25,000-bushel elevators, one at Meade and the other at Hooker, Kan.

A reinforced concrete elevator of 35,000-bushel capacity will be built by the Kuhlmann & Meyer Milling Company to its plant at California, Mo.

A co-operative association has been formed by the Farmers' Union of Nekoma, Kan., to either build or buy an elevator at that point and at McCracken.

The Kaw Elevator at Kansas City, Mo., is being rebuilt by the Chicago & Alton Railway and the capacity has been increased to 800,000 bushels.

The elevator which was recently purchased by the Anderson Grain Company at Wichita, Kan., will be remodeled and equipped with feed grinding machinery.

The Farmers' Co-operative Grain & Live Stock Company of Morrill, Neb., has recently been organized with \$1,000 capital. Stock will be sold until \$20,000 is raised and a new modern elevator will be erected.

The Santa Fe has started work on a big addition to its grain elevator at Argentine, Kan. After the grading has been completed, 4,240 piles will be driven in for the foundation of the building. On this foundation 28 concrete bins, each 36 feet inside

diameter and 90 feet high, will be constructed. The building will cost approximately \$300,000.

Arrangements are being made by the Davidson Grain Company of Macksville, Kan., for the construction of an elevator on the Rock Island Road in South Dodge.

The Hunt Brothers Milling Company expects to double the capacity of its elevator and modernize the system of handling its grain at its plant at Pleasant Hill, Mo.

The Farmers' Elevator Company of Inman, Kan., will increase the capacity of its elevator to 25,000 bushels. It will also build a small warehouse 12x15 feet for flour and feed.

A new corporation has been organized at Belmont, Kan. The new firm will conduct its business as the Farmers' Grain & Mercantile Company and has a capital stock of \$6,000.

The Harvard Union Elevator has filed incorporation papers with the secretary of Nebraska. The company has a capital of \$25,000 and is backed by the Farmers' Union of Harvard, Neb.

Incorporation papers have been granted to the Farmers' Elevator Company at Erie, Kan., capitalized with \$6,000. The company has taken over the management of the Braik elevator.

At the annual meeting of the stockholders of the Merrick County Farmers' Co-operative Association at Clarks, Neb., a profit of \$2,400 was reported and A. Fosby elected president and George Armstrong, secretary.

The Bolin-Hall Grain Company will open offices at Hutchinson, Kan. The grain company is connected with the Strong Lumber & Elevator Company, and its present business place is located at Liberal, Kan.

Work has been started on the new 12,000-bushel storage elevator for the Lukens Milling Company at Atchison, Kan. The elevator will be a modern fire-proof structure of reinforced concrete circular tanks with connecting bins.

The Neola Elevator Company of Kansas City, Kan., has started the erection of a 2,000,000-bushel addition to its Elevator "A" at Argentine, Kan. The total capacity of the house will be 4,500,000 bushels when the annex is completed.

Shellenberger & Dubbs of Ransom, Kan., are building a transfer elevator at Geneseo, Kan., equipped for the rapid handling of grain, including a double elevator leg, automatic scale, manlift, cleaner and power shovel.

The Ladue Grain & Supply Company has been formed at Ladue, Mo., for the purpose of operating a grain elevator and a mill there. The incorporators are: Otto Volkman, C. A. Rice, J. L. Feery, S. J. Middaugh and R. H. Robison.

The East Elevator at Guide Rock, Neb., has been purchased by the newly organized firm, the Farmers' Union Milling & Elevator Company. The consideration was \$5,000. The new firm is capitalized with \$25,000 and has a board of directors consisting of A. J. Bragg, G. G. Rickard, Henry Somerhalder, W. O. Ayer and H. B. Miner.

THE DAKOTAS

Another large elevator is being built at Tokio, N. D.

A contract has been let for the erection of an elevator at Bellefourche, S. D.

Herman Ehler, formerly of Stewart, Minn., has purchased an elevator at Portal, N. D.

The farmers of the vicinity around Reynolds, N. D., expect to build an elevator there.

The Mikkelsen elevator at Alsen, N. D., has been bought by the Atlantic Elevator Company.

The J. T. Scroggs elevator at Hurley, S. D., has been purchased by Rundell & Corkill.

Cullen Brothers of Coulee, N. D., are rebuilding their elevator which was burned down last winter.

A farmers' elevator company has been formed at Coulee, N. D., to deal in grains, seeds, coal, twine and fencing.

The St. Anthony & Dakota Elevator Company has purchased the Burgess elevator at Edmore, N. D., for \$3,750.

The Farmers' elevator at Minnewaukon, N. D., will be divided and removed to locations on the Soo & Great Northern road.

Plans are on foot for the organization of a farmers' elevator company to erect a farmers' elevator at South Heart, N. D.

The Farmers' Elevator, Adams, N. D., has been removed to the site which was occupied by the building which was burned last fall.

George E. Crary, Adam Kelsch and F. W. Knaus have incorporated the Bentley Equity Exchange at Bentley, Hettinger County, N. D., with a capital of \$20,000.

F. W. Tompkins, George Hanson, Gustav Tveton, Tom Haugen and Abram Baldwin are the incorporators of the Equity Elevator & Trading Com-

pany, which was recently incorporated at Oberon, N. D. The capital stock of the company amounts to \$10,000.

Senator John Young of Mercer, N. D., has a site on the Northern Pacific right of way at Hazen, N. D., and expects to erect an elevator there in the fall.

Repairs have been made by the Farmers' Co-operative Company of Hetland, S. D., on its elevator there and a cement floor has been put in its coal shed.

Arrangements are being made for the erection of a grain elevator at Newell, S. D. It is supposed that a milling company of Bellefourche is promoting the proposition.

The elevator at Buchanan, N. D., belonging to the North Star Grain Company, which has been closed down for some time, has been reopened with S. F. Northrup in charge.

The Grange Elevator Company filed articles of incorporation at Altamont, S. D., capitalized with \$20,000. The organizers are: W. T. Johnson, H. D. Sample, E. E. Ryder, Porter Davison and Frank Argee.

Incorporation papers have been filed by the Petrel Equity Exchange at Petrel, Adams County, N. D. The capital of the company is placed at \$6,000. The incorporators are: H. J. Stinger, Martin Hersrud and J. H. Child.

The Cummings Equity Elevator Company has been formed at Cummings, Traill County, N. D., with capital stock of \$12,000. The organizers of the company are J. C. Leum, Mayville, W. J. Burnett Cummings and A. Steenson of Hillsboro.

The Sheldon Farmers' Elevator Company has decided to make several improvements on its elevator at Sheldon, N. D., during the month of June. The pan beneath the unloading platform will be lowered so that the grain can be elevated with both legs.

SOUTHERN AND SOUTHWESTERN

W. L. Harris sold his elevator at Inola, Okla., to North & Son.

A 25,000-bushel grain elevator is to be erected at Guymon, Okla., by J. W. Jordan.

G. G. Black of Hollister, Okla., expects to erect an elevator at Chattanooga, Okla.

The McIntyre Brothers plan the installation of a 100,000-bushel elevator at Jefferson, Texas.

J. T. Madison has sold his elevator at Big Cabin, Okla., to the R. H. Drennan Grain Company.

W. J. Cameron is behind a movement which will build a 20,000-bushel elevator at Capron, Okla.

The erection of a new elevator is being contemplated by the Vera Grain Company at Vera, Okla.

A new elevator is to be erected at Happy, Texas, this Spring by the G. L. Townsend Grain Company.

The Old Reliable Elevator at Hitchcock, Okla., has been disposed of by John Shultz to C. L. May.

E. J. Webb expects to double the capacity of his elevator at Butler, Okla., in time for this season's crop.

The Guthrie Mill & Elevator of Guthrie, Okla., is planning the erection of an elevator at Fairmont, Okla.

The Orient Milling Company expects to build a new elevator at Chillicothe, Texas, in the near future.

Mr. McIngire of Jefferson has bought the elevator at Renfrow, Okla., from the Renfrow Grain & Fuel Company.

The erection of a grain elevator is being contemplated by the Young Men's Business League of Hillsboro, Texas.

The elevator at Numa, Okla., has been purchased from the Medford Mill & Elevator Company by the Deer Creek Elevator Company.

Fox & Gill, owners of the City Hill & Feed Store at Coweta, Okla., are constructing a grain elevator in connection with their store.

Stokes Ferguson has opened a grain business at Birmingham, Ala., for himself. He was formerly connected with W. C. Hill & Co.

The Howell Grain & Feed Company of Union City, Tenn., has joined its interests with those of the Cherry-Moss Grain Company.

The firm of Veitch & Simpson at Birmingham, Ala., was dissolved recently, and each partner will now conduct an individual grain business.

A grain and milling business is being formed at Waddy, Ky., by J. C. Cheak & Son. They will build a storage warehouse and mill costing approximately \$10,000.

A dump, gasoline engine and elevator legs are being installed by the Alex Mill & Elevator Company at Halco, four and one-half miles west of Alex, Okla.

The Chalmette Grain Elevator at New Orleans, La., has been leased to the J. Rosenbaum Company of Chicago. The Chalmette elevator has a capacity

of 500,000 bushels and is owned by the New Orleans Terminal Company.

The Bell Grain Company is erecting elevators at Foard City and Margaret, Texas.

Rymer & Thorp are constructing a new elevator at Reeding, Okla., and will install automatic scales, wagon scales and a Fairbanks Oil Engine.

The Robertson County Farmers' Mill, Coal & Elevator Company, Springfield, Tenn., was incorporated by John S. Powell and others to construct a grain elevator.

W. A. McMahan, of Shawnee, Okla., has made plans for the construction of a grain elevator, initial capacity of which will be 10,000 bushels, at Rock Island, N. M.

The Farmers' Flour & Mill Company has been formed at Marbury, Ala., to handle grain and conduct a milling business. The capital of the company amounts to \$10,000.

The Gate Mercantile & Grain Company was incorporated at Gate, Okla., with capital stock of \$20,000. The incorporators are: R. B. Rutherford, George I. Edmisson, C. R. Edmisson.

The Alexander Grain Company of Frederick, Okla., has been organized with capital of \$10,000. The incorporators are J. W. Alexander, Dee Alexander and Neva Waller of Frederick.

The Blackwell Mill & Elevator Company of Hobart, Okla., is contemplating the erection of a number of elevators along the railroad. One elevator has already been built at Mountain Park.

A. Waller & Co. have given a contract to the Burrell Engineering & Construction Company of Chicago for the erection of a 100,000-bushel elevator of reinforced concrete at Henderson, Ky.

A new 60,000-bushel elevator and storage warehouse is to be built by the Wisrodt Grain Company, whose elevator at Galveston, Texas, burned some time ago. The elevator will be equipped with modern machinery for cleaning and mixing.

Attempts are being made for the erection of a 1,000,000-bushel elevator at New Orleans, La., in connection with the cotton warehouse there. The proposed elevator will be constructed of concrete reinforced with steel and will be fireproof.

Negotiations were recently concluded which made G. W. Riffe and H. Gilmore of Tyrone and Wm. Nagle of Texhoma sole owners of the Texhoma Mill & Elevator Company of Texhoma, Texas, which was formerly owned and operated by E. G. Beall & Sons.

CANADA

The Square Deal Grain Company, Ltd., Winnipeg, has reduced its capital from \$250,000 to \$50,000.

The Brackman-Ker Milling Company is planning to erect a 50,000 bushel elevator at New Westminster, B. C.

The Saskatchewan Co-operative Elevator Company, Ltd., succeeds the Mortlach Farmers' Elevator Company, Ltd., Mortlach, Sask.

The Canada West Grain Company, Ltd., Melfort, Sask., is preparing to build two or three elevators, each with a capacity of 30,000 bushels.

The Dwyer Grain Company, Ltd., Ft. William, Ont., has let a contract for the erection of an annex to its elevator with a capacity of 150,000 bushels.

During the past ten years the elevator capacity of Manitoba, Saskatchewan, Alberta and British Columbia has been increased from 46,640,000 to 139,429,000 bushels.

The Thompson Grain Company of Winnipeg is establishing its main office at Fort William, Canada, where its interests are being looked after by the Bole Grain Company at the present time.

A TIMELY PUBLICATION

The *Agricultural War-Book*, issued by the Canadian Minister of Agriculture, is a valuable and timely addition to the many publications having to do with the European war. It combines science in agriculture and patriotism in such a way as to show the relationship of one to the other, and is designed to stimulate the improvement of farm methods as a means of aiding the Mother Country in its time of trial. A general appeal is made to the people of every Canadian province, and then in detail are taken up the ways and means of applying this aroused patriotism in making bigger and better crops. Valuable articles dealing with every phase of agriculture are embodied in the work, and, in addition, a series of articles treats of the different countries affected by the war, their resources and wealth, with particular attention to agricultural supply and demand. A wealth of statistics on world crop conditions completes a volume which is of the greatest value to every purchaser and handler of grain, stock or produce, and makes it a distinct contribution to the available sources of information. The book is published by direction of Hon. Martin Burrell, Minister of Agriculture, Ottawa, Can.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

THE YOUNGER GENERATION TAKES HOLD

Editor American Grain Trade:—Thomas Ryan passed away last October, and I thought we would not renew subscription to the "American Grain Trade," but my son likes the magazine, so you may send it in his name. Enclosed find remittance for renewal one year.

Yours truly,
Lincoln, Ill.

MRS. THOS. RYAN.

HARVESTING IN IRELAND

Editor American Grain Trade:—Several months ago there was published in the "American Grain Trade" an illustrated article written by me on "Harvesting in the Emerald Isle." I am supplementing this with the accompanying picture, which has just



A PRESENT-DAY HARVESTING SCENE IN IRELAND

come to hand, illustrating a typical present-day scene. There are many districts in Ireland today where quaint scythes and sickles are still in use and where modern harvesting machinery has not yet obtained a foothold. The crop is gathered entirely by hand and moreover a considerable portion of the work is done by the women.

Yours truly, WALDON FAWCETT.

WANTS TO GET IN TOUCH WITH ELEVATOR BUILDERS

Editor American Grain Trade:—The W. J. Durham Lumber Company, whom I represent, will build a grain elevator at Wantoma, Wis., as soon as plans can be secured. I should like very much to get in touch with firms building and making plans for grain elevators. The side track is all staked out and the elevator building is to be 30x30 feet.

Very truly yours, G. J. TIMME.

DOCKAGE IN MONTANA

Editor American Grain Trade: In my circular letter recently relative to the grain inspection law of this state, it appears that some persons have construed the law as not permitting the taking of dockage. This impression is wrong as dockage is permitted on all grains docked at the Minnesota terminals, but it is unlawful to take more dockage than actually exists in any lot of grain.

The paragraph referring to this in the law is as follows:

A penalty is provided for wrongful weighing or the taking of more dockage than actually exists in any lot of grain or the docking of any grains not docked at the Minnesota terminals. This means that the seller must receive pay for the full amount of grain delivered and

that no deductions may be made for shrinkage, leakage in transit or any other reason except actual dockage on wheat, rye and flax. The penalty applies alike to buyers, their agents and employees and was incorporated in the law for the purpose of breaking up the practice of taking a little from each load by means of weights or dockage. The department means to be aggressive in the punishment of offenders.

Copies of the new law will be published in pamphlet form at an early date and will be forwarded to anyone upon application. Yours truly,

J. E. TEMPLETON,
Chief Grain Inspector.

Helena, Mont.

CORRECTION FOR MAILING LISTS

Editor American Grain Trade:—In a recent issue of the "American Grain Trade" there was reported Messrs. Wm. Eesley Company as a new firm operating at West College Corner, Ind. Our letters sent to them at this address have been returned unclaimed and there is no post office by that name. Upon further investigation, we learn that their post office is College Corner, Ohio, the state line running through the middle of the town and they being lo-

cated on the west side of the line. Therefore, the location as specified was correct, although the post office address is in Ohio. Thought you might be interested in this information.

Yours truly, BERT A. BOYD.

NEW ELEVATOR FOR BLAINE, KAN.

Editor American Grain Trade:—Please send us the "American Grain Trade." We are going to build a grain elevator this summer and want to get in touch with the trade.

Yours truly, HARRINGTON & CUMMINGS.
Blaine, Kan.

THE SOUTHERN OUTLOOK

Editor American Grain Trade: The side issue or line of the Southern farmer will play a most important part this year in farm economy. Every edge is going to be made to cut. We have already begun to economize. Western corn and Western hay and Western oats don't cut any figure today in the South, and Western hog is growing less with the days. The use of cornmeal, home ground, for human purposes, will largely take the place of our imported flour. Cornbread, properly cooked, is just as good as wheat flour bread, and the price is just half as great. For the grinding of the large corn and wheat crop which the South will gather this coming season, wheat and corn mills run by gasoline, and costing \$1,500 to \$2,000, are being put up all over the South.

The fertilizer will be cut 50 per cent. The guano manufacturers are only making up 50 per cent of their usual outturn; and the country can buy no more than this amount. It would be a blessed thing if this reduction could continue indefinitely. There is the strongest sentiment in the South toward the

use of leguminous plants, such as velvet beans, cow peas, soy beans, beggar weed, burr clover, Japan clover and Mel Alba—there is the strongest demand now for these seeds, which in turn are to make green crops for turning under. This in turn will save for the planter the nitrogen element in his guano. The South has fairly awakened to the fact that this nitrogen element in guano, and so costly, is wholly unnecessary, and that the purchase of it has been a fearful waste to this portion of the country.

It is always the case that the extremity of some people is the opportunity for others, and it is believed that the man who runs his farm largely on side-issues, and cuts down his purchase bills here in the South, will not be hurt by the war when the next Fall comes. Fortunate is the man who grew cotton if he has held his cotton and cottonseed. Cottonseed has gone up double in price. Cotton oil cake is \$28 per ton today, and the mills will not sell more than one carload to one buyer. Cotton oil is as high as any years in the past; and so it happens that the planter who made one bale to the acre can today get for his lint and his seed, if he saved them, at the rate of \$50 per acre. This is taking cotton lint even at 8 cents per pound. This \$50 per acre is more than the wheat man or the Western corn man usually gets per acre in outturn.

The outlook for the cotton planter for this next Fall and Winter is at least \$60 per acre.

This does not mean that a large cotton crop is going to be made; nothing is further from the truth. Our cotton crop is largely a product of the renter; and the renter is in a bad way. He is in as bad a way as the average Belgian. In the early Fall he could not hold his cotton nor seed, and his cotton went for 6 cents or even 5½ cents, and his cottonseed went for 20 cents per bushel. Not paying for his mule bill, many of them were taken away and probably are today hauling war rations in Europe. The renter, I say, is in a bad way. He has no credit; nobody is going to stand for his guano bill, nor will they stand for his food bill for himself and family at the high prices that obtain today. Even the negro wage hand is suffering greatly, because farm wages have fallen about 50 per cent. Just what is going to become of the cotton renter is not yet determined. In many portions of the country he is in desperate straits.

It is to be hoped that the South will get into some better method than our past "renters' method," whose avocation was to skin the land, and grow nothing but cotton. Possibly we may have in the future less absent landlordism.

Yours truly,

N. L. WILLET.

Baltimore, Md.; J. S. Brown, Board of Trade, Chicago, Ill.; D. F. Piazsek, Board of Trade, Kansas City, Mo. Uniform Rules Committee:—J. P. Griffin, chairman, Board of Trade, Chicago; C. Vincent, Grain Exchange, Omaha, Neb.; H. L. Goemann, Mansfield, Ohio; L. W. Forbell, Produce Exchange, N. Y. Educational Committee:—J. C. F. Merrill, chairman, Board of Trade, Chicago; W. C. Mitchell, Board of Trade, Duluth, Minn.; J. L. Messmore, Merchants Exchange, St. Louis, Mo.

ILLINOIS ASSOCIATION LOSES SECRETARY

There is no need to write a eulogy for S. W. Strong, for ten years secretary of the Illinois Grain Dealers' Association. When word went out on Monday morning, April 19, that he had died the night before almost at midnight, hundreds of friends felt that they had sustained a personal loss. His work in and for the Association is too well known to need comment; his advice was sought in many quarters.

Mr. Strong was born in Lebanon, Ind., December 7, 1850. As a young man he went to Pontiac, Ill., where his life was spent up to four years ago, when he moved to Urbana. Mrs. Strong, who was Eliza-



SAMUEL WILSON STRONG

beth M. Stewart, of Pontiac, and two children, Mrs. Walter V. Turner, of Chicago, and Arthur C. Strong, of Urbana, survive.

Mr. Strong was buried at Pontiac on April 20, the pallbearers being Victor Dewein, L. G. Metcalf, E. M. Wayne, H. I. Baldwin, R. C. Baldwin and P. M. Faucette.

TEXAS TO HOLD INTERESTING MEETING

One of the big discussions to occupy the attention of Texas Grain Dealers at their annual convention at Galveston, May 24-25, will be the recent advance in telephone tolls in the state. The entire program as announced is as follows: May 24. 1:30 p. m.—Meeting called to order by President Crouch. Invocation—Rev. J. B. Holmes, Central Christian church, Galveston. Welcome Address—Mayor of Galveston. Response—Hon. J. N. Beasley of Amarillo. President's Annual Address—E. W. Crouch of McGregor. Secretary's Annual Report—H. B. Dorsey of Fort Worth. Report of Arbitration Committee—Bert K. Smith of Fort Worth. Report of Tri-State Appeal Committee—L. G. Belew, Pilot Point. Appointment of committees. Freight Rates Committee—General discussion. Adjournment to 9:30 a. m.

5 p. m.—Surf bathing party tendered by Galveston. 7 p. m.—Sea food banquet at Oyster, by special interurban cars.

May 25. 9:30 a. m.—Meeting called to order by President Crouch. Verbal crop reports from various members. Report of Committee on Trade Rule Amendments. Report of Committee on Constitution and By-law Amendments. General discussion. Adjournment to 1 p. m.

1 p. m.—Meeting called to order by President Crouch. Reports of committees. New business. Unfinished business. Election of officers. Adjournment *sine die*.

3 p. m.—Boat ride on the bay and out into gulf, including inspection of million-bushel concrete Southern Pacific Elevator.

COMMISSIONER of Agriculture Page of Arkansas has ruled that all oats containing more than 3 per cent of barley must be labeled "barley mixed oats," and a corresponding label for other adulterants.

ASSOCIATIONS

THE CONVENTION CALENDAR

May 18 and 19—Oklahoma Grain Dealers' Association at Oklahoma City, Okla.

May 24 and 25—Texas Grain Dealers' Association at Galveston, Texas.

June 8 and 9—Indiana Grain Dealers' Association at Indianapolis.

June 10, 11 and 12—American Feed Manufacturers' Association at St. Louis.

June 30, July 1—Ohio Grain Dealers' Association, Cedar Point, Ohio.

July 6, 7 and 8—National Hay Association at Niagara Falls, N. Y.

October 11, 12 and 13—Grain Dealers' National Association at Peoria, Ill.

WESTERN GRAIN DEALERS AT OMAHA

President F. D. Milligan of the Western Grain Dealers' Association had the distinction on April 16-17 of presiding over one of the best meetings ever held by the Association. He showed his appreciation of this in his response to F. S. Cowgill's address of welcome, and then went into a forceful eulogy of the benefits to be derived from association work and a plea for more cooperation and interest among the dealers of the state. It is a pity that those who needed it most could not hear it.

Secretary George A. Wells gave an interesting comprehensive report of the activities of the Association in which it was shown that the membership had increased from 366 to 391, in spite of many losses. He stated that the Association's insurance company was now on a permanent footing and was returning 33½ per cent dividend each year to policy holders. The scale inspection record for the year was a good one but shows the necessity of increasing vigilance in keeping the scale equipment up to standard. One member was expelled during the year for refusing to abide by the award of the Arbitration Committee, which had several cases to adjust for the first time in years.

On the subject of transportation, claims were shown to be settled on the basis of correct weight and condition of car, the former being the more important of the two. He advised co-operation in attempting to collect claims for delayed telegrams, citing one case which had been collected.

Conditions at terminal markets were taken up by Mr. Wells and a number of rules needing revision were discussed.

Lee G. Metcalf Addresses Meeting

One of the most interesting addresses of the meeting was presented by President Metcalf of the National Association. He spoke on "Economics in the Grain Trade." Some of these agencies of economics which he emphasized were co-operation in its broadest sense; efficiency; brains, and the needlessness of duplication in equipment. Of the latter question he said in part:

The old theory that any person or persons had the moral right to enter into business, although it be impressed with a public use, without the consideration of the interests of any other person or the public, is being very rapidly exploded, and is now considered by modern thinkers and good business men as inconsistent and unsound. It is generally conceded by the good, capable, business thinking man that individuals or concerns have no moral right to enter upon a field of business activity, or engage in any business vocation or enterprise where

there are already sufficient facilities to serve the public and to serve it well in that line. Of course, this statement is predicated upon the fact that the already established business concerns who are engaged in any enterprise serving the public must give good service to it and at a reasonable consideration of profit.

This proposition has become so pronounced in Illinois that the Public Utility Commission of that state recently held that an association of individuals organized for the purpose of establishing and operating a public service could not be licensed to do business until they had shown that there was not only a public demand, but a need for such service, or that the institution already rendering this service to the public was charging unreasonable and exorbitant rates for their services. It was impossible for the proposed institution to satisfy the Public Utility Commission that either was the case, and the commission, acting upon the broad, comprehensive plane of defending and protecting public rights, refused a license to the association applying for it. I relate this matter to show how comprehensively these things are being considered in the new light of the twentieth century.

Edward P. Smith, attorney for the Omaha Board of Trade, discussed "Warehouse Legislation," in which he stated the conviction that "public warehouse certificates ought to be as good collateral as Government bonds."

SATURDAY MORNING SESSION

At the opening of the second session Secretary Wells called attention to the necessity of the membership at large shouldering some of the burdens which the officers had been carrying. Local and interstate rates were discussed, as well as reinspection at Chicago of grain sold to arrive.

After some further discussion of a variety of topics the following officers were elected: F. D. Milligan, Jefferson, Iowa, president; S. W. Wilder, Cedar Rapids, vice-president; directors: William K. Neill, New Sharon, Iowa; D. J. Peters, Wellsburg, Iowa; T. S. Larson, Rolf, Iowa; E. W. Miller, Guthrie Center, Iowa; and C. A. Wright, Des Moines.

The resolutions provided for the appointment of Committees on Membership, on Arbitration, on Legislation, on Transportation, Telegraph and Telephone.

COUNCIL COMMITTEES APPOINTED

President Lowell Hoyt of the Council of Grain Exchanges has appointed the following committees: Crop Improvement Committee:—Frank G. Coe, chairman, Board of Trade, Chicago; Edw. A. Doern, vice-chairman, Western Union Building, Chicago; G. A. Moore, Board of Trade, Kansas City, Mo.; James Ford Bell, Chamber of Commerce, Minneapolis, Minn.; J. Collin Vincent, Chamber of Commerce, Baltimore, Md.; E. S. Westbrook, Grain Exchange, Omaha, Neb.; F. A. McLellan, Corn Exchange, Buffalo, N. Y.; E. G. Broenniman, Produce Exchange, New York, N. Y.; N. L. Moffitt, Merchants Exchange, St. Louis, Mo.; Mark Mennel, Produce Exchange, Toledo, Ohio; A. R. Tenipleton, Chamber of Commerce, Milwaukee, Wis.; H. J. Atwood, Board of Trade, Duluth, Minn.; Jacob Menderson, Chamber of Commerce, Cincinnati, Ohio; E. Clemons Horst, Chamber of Commerce, San Francisco, Cal.; Herman W. Danforth, Washington, Ill.; J. H. Sherman, Board of Trade, Wichita, Kan.; W. T. Cornelison, Board of Trade, Peoria, Ill.; Fred N. Rowe, Grand Rapids, Mich.; Bert Ball, secretary, Board of Trade, Chicago. Bill of Lading Committee:—C. A. Magnuson, chairman, Chamber of Commerce, Minneapolis, Minn.; Herbert Sheridan, Chamber of Commerce,

TRANSPORTATION

The C. B. & Q. Railroad has recently placed an order for 4,000 new freight cars, to be used as grain carriers.

The proposed increase in freight rates on grain handled by lighter or float in the harbor of New York has been deferred until November 1.

The shippers in Austin, Texas, were given a hearing before the Railroad Commission in regard to the proposed freight rate changes on May 3, 1915.

The proposed freight rate increase on shipments of grain for export from Chicago to the Atlantic seaboard has been suspended by the Interstate Commerce Commission until August 13.

The advance in export grain rates by the Ann Arbor, C. B. & Q., C. M. & St. P., L. H. & St. L., roads have been suspended pending investigation by the Interstate Commerce Commission.

The Interstate Commerce Commission will give a hearing upon the proposed increase in lake-and-rail rates of 5 per cent June 16. The Commission refused to grant the advance, but the railroads nevertheless have filed tariffs and the shippers are fighting them.

The railroads entering Buffalo, N. Y., have reduced the free storage time from 10 to five days and have filed their new tariff with the Interstate Commerce Commission. Protest has been filed by the New York Exchange against the change, which takes effect on June 1.

The local interests around Nashville, Tenn., are endeavoring to get a rehearing before the Interstate Commerce Commission on the fourth clause in the Nashville grain reshipping case relative to whether or not reshipping is a violation under the fourth section of the Heyburn law.

The Chicago Board of Trade filed a complaint with the Interstate Commerce Commission stating that the Santa Fe, Northwestern and other railroads were unjust in their free time allowances on reinspected grain at Chicago when compared with that allowed at Kansas City, Minneapolis and Duluth, competitors of Chicago, by the same carriers.

The Illinois Public Utilities Commission held a meeting May 12 on the request of the railroads to change the classification of hay from the ninth to eighth class. As this would cause an increase in rates of about 20 per cent, the St. Louis Hay Exchange asked the Illinois shippers to join with it and protest against the proposed change in classification.

It has been reported that the Interstate Commerce Commission will begin investigations regarding the embargoes laid last Fall and Winter on grain by the railroads at New York. Grain exporters claim that the said embargoes have greatly interfered with their business and in some instances have diverted shipments from their natural channels.

Charges were made recently by the Commercial Exchange of Philadelphia, Pa., before the Interstate Commerce Commission at Washington, stating that Philadelphia is discriminated against in favor of New York in grain exports and that the Pennsylvania Railroad has been a party to an intercity agreement which virtually has robbed Philadelphia of this export trade.

A petition has been filed with the Interstate Commerce Commission by the Baltimore Chamber of Commerce for the shippers and receivers of grain billed from the West to Baltimore and stopped at Chicago for inspection. The railroads failed to notify the receivers when free time expired and so demurrage and reconsignment charges accrued. Plea for reparation is made.

The Interstate Commerce Commission has suggested that the back haul rates of the transcontinental railroads from Pacific coast terminals to points east of these terminals be increased in order to enlarge the carrier's revenue, which was somewhat decreased by the recent act which lowered the commodity rates in order that they might compete with the water carriers using the Panama Canal.

The Interstate Commerce Commission rendered a decision in the case of the Tampa Board of Trade vs. the Alabama & Vicksburg and other railroads that the joint through rail-and-water rates on grain and grain products from Ohio and Mississippi River crossings to Tampa, Fla., via New Orleans and the Gulf & Southern Steamship Company were unjust. The rates exceed the present rail rates by more than 10 cents per 100 pounds. The water-and-rail rates via New Orleans to Tampa are found to exceed the sum of the intermediate and short

haul clause. Carriers have been advised to revise tariffs accordingly by June 15.

F. A. Leland has been granted authority for parties to his tariff, I. C. C. No. 1010, for the amendment of items 1798-G, 2104, 2146, 2224 and 2230 thereof so as to provide for a 60,000-pound minimum on carload shipment of wheat, 40,000-pound flour and cornmeal, 56,000 on corn and 48,000 pounds on oats and all shipments from Texas points to Louisville, Ky., and points taking the same rates.

The State Board of Railroad Commissioners at Louisville, Ky., heard the distillery grain rate case recently. The Louisville and Nashville Railroad wanted the order of 1910 in the famous Greenbrier case, reducing the rates on distillery supplies to a large number of points, revoked and the previously existing rates restored. At the same time, the Clear Springs Distillery wanted the order of 1910 made to apply to it and restitution of overcharges based on the 1910 rate.

The final hearing was given to arguments on April 22 by the Interstate Commerce Commission on the question whether carriers in official classification territory shall make an additional charge for "spotting" cars. George Stuart Patterson, representing the railroads, said that the charges assessed could not be justified in their present form, but that the commissioners, shippers, and carriers would work out a solution. Mr. Patterson said that such charges should be non-discriminatory and that the freight rate has heretofore included the service

OBITUARY

Olaf Holmquist, of the Holmquist Grain & Lumber Company, Omaha, Neb., died May 2, at Lynchburg, Kan., aged 77 years.

Samuel P. Guyer, a hay dealer of Kansas City, Mo., passed away on April 22. Mr. Guyer was 64 years old and had established the Prairie Hay Company in 1888.

Frank B. Sitley, head of Sitley & Sons, Inc., died at his home in Camden, N. J., at the age of 52 years. Sitley & Sons was one of the largest grain and feed dealing firms in New Jersey.

Samuel W. Strong, secretary of the Illinois Grain Dealers' Association, died at his home in Urbana, Ill., recently. Further details of his life may be found elsewhere in this issue.

Captain John Geddes of Peaker Brothers & Co., of Winnipeg, was killed in action in France early in May. He had been a member of the Winnipeg Grain Exchange for the past 12 years.

Levi Savage, for many years interested in the Toledo, Ohio, grain trade, passed away at the residence of his son, W. E. Savage, who is connected with the Imperial Milling Company.

At the age of 53 years, C. S. Hunter passed away at Washington, Pa. Mr. Hunter was a leading grain and feed dealer and had established the Keystone Elevator, of which business he was the head at the time of his death.

Charles Ross Smith died suddenly of heart disease on the grounds of the Philadelphia Country Club, Philadelphia, Pa., at the age of 43 years. He had been secretary of the Commercial Exchange for a number of years.

Pneumonia caused the death of George Tough, president of the Mueller & Young Grain Company of Chicago, Ill., and for 30 years a member of the Chicago Board of Trade. Mr. Tough was 60 years old and at the time of his death was living with a brother in Oak Park, Ill.

Charles A. Harrison, who for a number of years had been connected with the local grain trade of Nashville, Tenn., died suddenly at his home at Nashville, on May 4. He was associated in the management of the River & Rail Elevator Company. Mr. Harrison leaves a widow and eight children.

After being in poor health for more than one year, Theodore B. Chase passed away at his home in New York City at the age of 74 years. At one time he was active in the feed and grain trade, having an elevator at the New York Central Terminal; afterwards he became a member of the firm of Hollister,

of placing cars loaded and empty on the ordinary siding.

The Southern Pacific's application for the right to have the rates on cereal and cereal products between inland points in California and Portland, Ore., the same as the rates concurrently in effect between San Francisco and Portland, was denied.

The Interstate Commerce Commission recently made an amendment to the Interstate Commerce Act by which common carriers are not permitted to limit their liability for damages to an interstate shipment. This law will cause a general change in the present form of bill of lading used by railroads and express companies, etc. It may also mean that specific rates will be applied to declared valuations of freight tendered by shippers for transportation.

Refunds have been granted the following parties by the Interstate Commerce Commission because of overcharges on grain shipments: A. T. & S. Fe, \$45 to S. C. Dunlap on shipment of oats, from Tuttle, Okla., to El Paso, Texas; \$7 to Wallingford Brothers, Wichita, Kan., on corn, Iowa to Kansas; St. L. & S. F., \$14 to Cape County Milling Company, corn, Missouri to Arkansas; C. M. & St. P., \$15 to Chambers Mackay Company, grain screenings, Minneapolis to Wisconsin.

The Grain Clearance Company has been incorporated at Brooklyn, N. Y., by J. B. Rodgers, J. J. Boland, G. E. Pierce, Chas. H. Williams and L. E. Coffey, with capital stock of \$40,000. This company will supervise the outturn of cargoes at receiving ports. The company agrees to contract with the manager of the ships for grain shipments from American ports on the basis that the ship contribute 1/4 bushel per 1,000 bushels and 24c per 1,000 on the B/L quantity for supervision. The company in turn will pay the vessel all shortages on such vessel's B/L on the outturn at discharge ports.

Chase & Co., which did a large distributing business throughout the Eastern States.

Joseph Blake Peterson, an extensive owner of elevators and a prominent grain man, passed away at Sioux Falls, S. D., on May 2.

Philip Shea, formerly superintendent of the Northern Grain Company and later with the Western Elevator Company, passed away at Oshkosh, Wis., not long ago. He was 54 years old and is survived by his widow and two children.

Henry H. Steele, head of the H. H. Steele Grain Company of Kansas City, Mo., and member of the Kansas City Board of Trade, died on April 29 from heart disease. Further details of his life will be found in the Kansas City letter in this issue.

After suffering from diabetes, Carl Heldstab of Rice Lake (Route 5), Wis., died at the home of his sister at Bloomer. Formerly he was manager of the Equity Warehouse at Rice Lake and later of the warehouse of the Osceola Mill & Elevator Company.

Arthur S. Daggett, grain merchant of Minneapolis, Minn., died suddenly May 2, 1915. Mr. Daggett came to Minneapolis 23 years ago and entered into the grain business with his brother. He was 55 years old and is survived by his widow and three daughters and one son.

John T. Pugh, one of the best known grain men in Duluth, died at his home at Duluth, Minn., after an illness of six months. For 26 years Mr. Pugh had been connected with the Van Dusen-Harrington Grain Company, and for the past few years had been acting as its assistant and manager. He was 44 years old and is survived by his widow and infant son.

After a long suffering from diabetes, Charles F. Freeman, president of the Chamber of Commerce and former Democratic assemblyman of the Fifth District, passed away at his home at Milwaukee, Wis., on April 24. Although 89 years old, he continued working as a commission merchant in his office until four months ago. He is survived by his widow and one son.

FARMERS in the Philippines raised fifteen million bushels of corn last year, valued at \$12,300,000.

GREECE, in normal times, imported goods to the amount of \$1,000,000 a year from the United States, but since the war began this amount has been doubled monthly for wheat alone. During the six months ending December 31, 1914, the imports from the United States to Greece total \$26,000,000.

IN THE COURTS

The Fraser Grain Company at Gerlaw, Alexis and other points in Illinois, started suit for damages for the shrinkage of grain in car-load lots against the C., B. & Q. Railway.

Wm. Weaver was arrested at Mount Pleasant, Mich., for concealing 14 bushels of clover seed, which were stolen from the elevator of D. Mansfield & Co., of Remus.

J. H. Dandridge, foreman of the Dazey-Moore Grain Company's elevator at Fort Worth, Texas, pleaded guilty in the County Criminal Court for the theft of 17 sacks of corn, valued at \$17, from the grain company.

A judgment of \$200 was awarded the Wagner Grain Company against A. J. Hargis of Lake City, Kan. The plaintiff sued for the loss of \$1,440 for non-delivery of 10,000 bushels of wheat purchased from Mr. Hargis.

A voluntary petition of bankruptcy was filed by Peacock & Gardner, as attorneys for J. E. Helmes, trading as the Helmes Grain & Provision Company of Albany, Ga. The assets of the company are scheduled at \$5,881.31 and the liabilities at \$2,791.

Suit was filed May 4 by Percy D. Bentley, architect, in the Circuit Court of La Crosse, Wis., against the John A. Salzer Seed Company for the sum of \$476.07. Mr. Bentley claims that the money is due him for plans drawn for an addition to the present seed house of the firm.

The Erie Railroad was recently indicted because of granting rebates to the Globe Elevator Company of Buffalo, N. Y., on grain amounting to \$460 on each car. The rates are less, it is claimed, than those established in the schedules of the Interstate Commerce Commission.

A warrant was issued against John Norman, Mount Pleasant, Mich., charging him with the stealing of 44 bushels of beans from Egbert Galer of Bloomfield, Mich. It has been proved that Norman sold the beans to the Barryton Grain Company and received \$84.33 in return.

William D. Groff was rendered a verdict of \$152.19 damages by the Superior Court of Baltimore in the case where he sued the Northern Central Railway Company for the loss of 168 bushels of wheat in transportation from Owings Mills, Md., to the elevator of the Northern Central Railway Company in Baltimore.

Charles F. Glavin, well-known local grain man of Milwaukee, Wis., was forced into bankruptcy by petitions signed by W. G. Press & Co., Chicago, claiming \$5,000 due them; C. W. Thayer & Co., Chicago, \$110 and George B. Krebs, Chicago, \$500. It is claimed that the assets of Glavin amount to only \$25,000 while his liabilities are \$125,000.

In the case of *Elliot vs. Chicago, Milwaukee & St. Paul Railroad* (150 N. W. 777), it was held that, where a connecting carrier received a shipment from the initial carrier and undertook to carry it to its destination, it impliedly made itself subject to the provisions of the contract between the shipper and the initial carrier and became directly liable to the shipper for its negligent acts.

L. F. Means, formerly city commissioner of Wichita, Kan., filed a suit in the District Court recently against J. H. McIntosh, tenant on one of Means' farms near Goddard, claiming that McIntosh paid out his share of 760 bushels of the crop for farm machinery. Mr. Means' suit is to have a receiver appointed for the growing crop on his farm so that at harvest he may recover the 760 bushels.

Attorney-General Barker has started a suit in the Supreme Court against the Kansas City Board of Trade and the St. Louis Merchants' Exchange for maintaining grain weighing bureaus. Mr. Barker claims that the weighing of grain in either public or private elevators at terminal markets is an exclusive States Grain Inspection Department's duty. He alleges that any fee charged by the Exchange for checks on weights is illegal.

A petition for a writ of certiorari to the United States Circuit Court of Appeals for the Seventh Circuit by the Medlin Milling Company against the Hall-Baker Grain Company was denied by the Supreme Court of the United States recently. The former company, which is located at Fort Worth, Tex., holds that F. M. Rogers, treasurer and general manager of the company, speculated in grain through the Hall-Baker Company, which is located at Kansas City, Mo., and sustained losses of \$28,000 of the milling company's funds. The suit is not to recover the amount alleged to have been lost but to recover the commissions, amounting to \$5,000, which the grain company received for handling the

deals. The case has already gone through the United States Circuit Court of Appeals for the Fifth Circuit, which upheld the decision of the lower court, that is, that the grain company was not responsible in any way for the losses.

E. F. Shepard, O. W. Trapp and Charles G. Clark, doing business as Shepard, Clark & Co., are plaintiffs in the suit brought up in the Milwaukee Circuit Court, against Hottelet & Co., grain and feed exporting house of Milwaukee, Wis. They seek \$1,315.50 damages for alleged breach of contract. According to the complaint, they were to be furnished with 42 carloads of dried beet pulp at \$22.25 per ton and but 16 cars were delivered.

After a litigation of nearly 12 years the case of the St. Anthony & Dakota Elevator Company against Martineau of Rolla, Rollette County, N. D., is again before the District Court of Rolla. The suit involves the question of whether or not a village trustee is personally liable for debts incurred by a village in excess to the legal debt limit. The action, which involves about \$3,000, has been before two District Court judges and the Supreme Court.

More than 400 suits each claiming \$100 have been filed by the three state's attorneys of Henry, Warren and Mercer Counties, Ill., against railroads operating in these counties charging violation of the law providing that the roads must reimburse shippers for the loss of grain in transit. The law provides that grain must be weighed before it is shipped and again on arrival at its destination. If there is a shortage, the railroad must pay the indemnity.

Charges against Clarence H. Thayer and W. G. Press & Co., grain brokers of Chicago, Ill., were filed in the Superior Court, claiming that they conspired with Walter Sperling, cashier of the bank at Adair, Ill., to misappropriate funds. Six former stockholders of the bank made good the claims of the depositors and they are attempting now to regain \$92,000, stating that the Thayer and Press companies knowingly entered into the conspiracy to use the bank's funds for speculation.

When R. B. Hutchcraft, a seed and feed dealer of Paris, Ky., went bankrupt recently he claimed exemption from involuntary bankruptcy on the ground that he was a farmer and therefore exempt under the statutes. The case was brought into court and Judge A. M. Cochran of the United States Court decided that, although he was an extensive farmer, his main business was that of a dealer and so he could be adjudged bankrupt. His failure was due to the insolvency of the George Alexander Bank of Paris.

The Liberal Elevator of Hutchinson, Kan., is made the defendant in a suit filed by the Wichita Mill & Elevator Company of Wichita, Kan., in the Federal Court for the recovery of \$6,300 on the contract for 24,000 bushels of wheat. The elevator company refused to deliver wheat as stated in the contract, claiming that the Galveston embargo against exports prevented it from doing so. The plaintiff alleges that because the price of wheat at the time of contract was 81 cents and at the time of delivery, \$1.17 was the real cause of non-delivery.

A suit claiming \$20,000 damages has been started against Frank N. Rood, of the La Rose Grain Company, La Rose, Ill., by Charles W. Buckley of the firm of Buckley & Co., grain brokers of Chicago. Charges are also made against him of using the mail to defraud. Rood did some speculating in Chicago, using the credit of his company without the knowledge of his partner, J. A. Simpson, and issued warehouse receipts for 58,000 bushels of oats, whereas but 3,000 were in the elevator and the remainder still in the hands of the farmers. Rood's attorney claims that Buckley knew this but used the receipts as security for loans from Chicago bankers. It was sending these receipts through the mail that brought the government's charge against Rood.

Wm. R. Bach, attorney for the Illinois Grain Dealers' Association, has obtained a judgment against the Wabash Railroad in favor of Samuels & East of Milmine for the burning of a car of oats, which judgment has been affirmed by the Appellate Court of the third district. This case involved the question of lease exempting the railroad from loss from damage by fire. In this case a bill of lading had been issued for the car, but the car had not been removed from the elevator. The Association's attorney insisted that the terms of the lease would not apply to the oats in the car, because a bill of lading had been issued and this constituted a new contract. The attorney further contended that the terms of the lease were not sufficiently broad to

cover grain loaded in cars for which bills of lading had been issued.

GRAIN TRADE PATENTS

Bearing Date of April 13, 1915

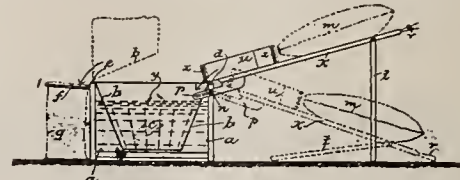
Jarring Device for Dust Collectors.—Henry Lechtenberg, Quincy, Ill., assignor to W. T. Lechtenberg. Filed April 29, 1914. No. 1,135,905.

Bearing Date of April 20, 1915

Car Seal.—Voorhees Gilbert Smith, Iola, Kan., assignor of one-half to Luther C. Beatty, Iola, Kan. Filed May 25, 1914. No. 1,136,447.

Appliance for Pickling Wheat or Grain.—Alfred James Bishop, Perth, Western Australia, Australia. Filed May 15, 1914. No. 1,136,763. See cut.

Claim: A pickling appliance comprising, in combination, a vat for containing the pickling solution; a perforated hopper for receiving the material to be pickled hinged to said vat for movement into and out of the

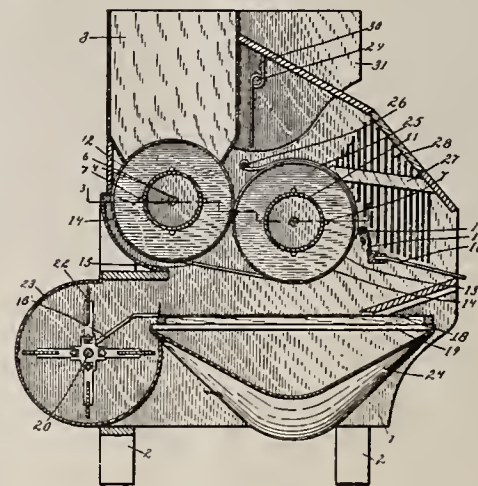


solution; a downwardly-inclined loading platform connected to said vat for supplying said material to said hopper; means for supporting said platform; a pair of converging guides mounted upon the discharge end of said platform for narrowing the descending stream of material; and a gate associated with said guides for controlling the discharge of material therethrough.

Bearing Date of April 27, 1915

Corn Sheller.—William Watt, Jackson, Mich. Filed March 19, 1914. No. 1,137,100. See cut.

Claim: In a device of the class described, the combination of a casing, a hopper carried thereby, a shelling cylinder provided with a plurality of shelling teeth, rotatably mounted in said casing, a jacket provided with a perforated bottom surrounding said cylinder, said jacket having an opening adjacent to the lower end of said hopper, and an opening in its side at the other end



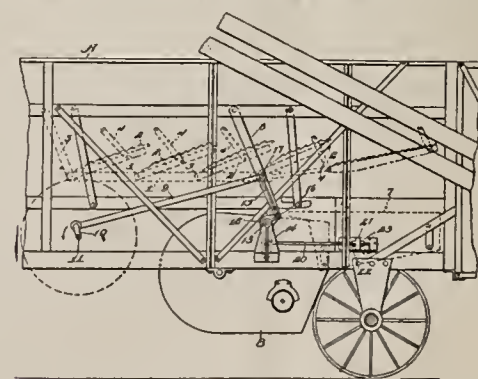
of said jacket, a second shelling cylinder rotatably mounted in said casing, a jacket having a perforated bottom surrounding said second cylinder and having an opening in its side communicating with the opening in said first named jacket, a platform having a perforated bottom connecting said openings in said jackets, said second jacket being provided with a discharge opening adjacent the inlet opening of the said first jacket, means of varying the size of said discharge opening, and means for driving said shelling cylinders in opposite direction, all cooperating substantially as described for the purpose specified.

Roof Structure for Storage Bins. John E. Allsteadt, Hastings, Neb. Original application filed January 28, 1914. Divided and this application filed July 17, 1914. No. 1,137,689.

Bearing Date of May 4, 1915

Shoe Operating Mechanism for Grain Separators.—Primm R. Hawthorne, Battle Creek, Mich. Filed November 25, 1914. No. 1,138,591. See cut.

Claim: In a grain and straw separating machine, the combination with two separating members mounted to



oscillate in the same general direction, of means connecting said members, said means being actuated by one of said members and actuating the other member to impart two strokes to the latter to one of the former.

HAY, STRAW AND FEED

A new feed store is to be built at St. Cloud, Minn., by Paul Polwoll.

P. D. McNaughton has sold his feed business at Dighton, Mich., to E. E. Cusick.

W. M. Staley has sold his feed store at Eufaula, Okla., to the First National Bank.

W. H. Burkett recently bought the feed business at Union, Maine, from Pope & Son.

H. Otis Hart has purchased the C. Lewis Dunlap feed and flour store at Creston, Iowa.

Hardy & Davis is the firm name of a new feed and flour establishment at Dunbar, Pa.

The General Flour & Feed Company's feed store at Tully, N. Y., has been sold to L. H. Hewitt.

Dal Thompson and Herbert Burg have organized a company to handle feed and flour at Burlington, Iowa.

The Bliss & Wright feed business at Berkshire, N. Y., has been bought by Harry C. Whitlock of Dryden.

The flour and feed business of George Francher at Dodgeville, Wis., has been bought by the Ecke Brothers.

The interest of H. W. Bresler in the feed business of Hanson & Bresler at Wauseon, Ohio, has been

tire structure covering a space of 122x132 feet. In the center of the building will be an open space 98x108 feet where large sales will be held.

"The receipts of timothy hay in St. Louis have been running the lightest in the last two weeks that they have been this season," say Toberman, McKay & Co., St. Louis, in a recent letter. "The arrivals of hay are all cleaned up. Timothy and clover mixed hay are dead scarce on this market, and there is every indication that we are going to have light receipts and a very strong demand throughout May. Chicago and Cincinnati are very high, and shippers in those territories can hardly afford to ship here, so it is our opinion that we are going to see some very strong prices on hay for the next few weeks. The prairie hay market is unchanged. Choice stuff is in good demand and selling readily, but medium and lower grades and especially the weedy hay dead dull and hard to place."

THE BIBLICAL MILLET

BY FELIX J. KOCH.

Ten to one it never occurred to you that every time your eye sweeps a great field of waving millet, such as those in Kentucky, for instance, it meets a sight very much the same as that which greeted

grows to about three or four feet high, and is characterized by its bristly, much-branched, nodding panicles. One variety has black grains.

"It is largely cultivated in India, southern Europe and northern Africa and ripens as far north as southern Germany; in fact, wherever the climate admits of the production of wine. The grain, which is very nutritious, is used in the form of groats and makes excellent bread, when mixed with wheat flour. It is also used largely for feeding poultry and cage birds, for which purpose it is mainly imported.

"Close kin to the millet is the so-called 'Kaffir-corn,' so extensively raised here at the present time, the juice of which is simply expressed and concentrated by evaporation. However, this is of course not the true millet."

ST. LOUIS HAY MARKET

The market for hay at St. Louis, Mo., was reported for week ending May 10, by the Martin Mullally Commission Company as follows: "Receipts of hay during the past week were only fair in amount being 248 cars in compared with 242 the preceding week, and our timothy hay market ruled firm with an excellent demand for all grades at full prices. Buyers took all the timothy and clover mixed hay on arrival causing a free movement here, leaving the market practically bare of all grades at the close today and in an excellent condition for fresh arrivals, and we advise prompt shipments. In fact there has not been enough of tame hay arriving here to supply the trade.

"Prairie hay is in liberal offerings and there is a good demand for high No. 1 and choice which is the minor portion of the receipts and a fair inquiry for high No. 2 prairie, but practically no demand for common No. 2 and lower grades, as the trade here mostly all want the very best prairie when they can obtain it as they usually do at this season of the year and will take it in preference to low grades regardless to price. There are a great many cars of No. 3 and no grade prairie on the market several days unsold for which there is no outlet, and we do not look for any improvement over the present and don't think there is any good in holding prairie as the season is getting short for moving the old crop of prairie before the new comes in.

"Alfalfa hay is ruling steady with a good demand for high No. 1 and choice hay, there is a fair demand for the lower grades."



MAKING MILLET BREAD IN THE ORIENT

sold to several men from Archbold and Elmira. The new firm will conduct the business at the E. F. Hanson Company.

H. McFadden & Brother have purchased and will conduct the W. T. Jewell feed business at Champaign, Ill.

A wholesale and retail feed company has been organized at Heber Springs, Ark., by L. C. Tyson and others.

Luther Warner has bought the interest of Chester Warner in the feed concern of Warner Brothers at Sunderland, Mass.

The Van Vechten Milling Company of Rochester, N. Y., has started the erection of a storage-house for feed, flour, hay and straw.

The McIntyre's Sugar Feed Company, Memphis, Tenn., was granted incorporation papers recently to handle feedstuffs exclusively.

A large warehouse is to be built at Abilene, Kan., for the storage of alfalfa hay by Frank Goeffrey of the Goeffrey Grain Company, and J. T. Findlay.

The San Benito Feed Company was organized at San Benito, Texas, with capital stock of \$2,500, by Alba Heywood, H. E. Johnson, and W. P. Drake.

The alfalfa growers and the Farmers' Grain Company of Wathena, Kan., expect to build an alfalfa storage barn on the Rock Island switch near there.

The Prescott feed yards at Hampton, Iowa, have been purchased by J. N. Switzer, who expects to have the old building torn down and a new structure of brick and steel erected in its place. The general plan of the old barn will be followed in the new feed barn with stalls around the sides, the en-

the people of old Bible times and long before. Millet, though today we seldom give the matter a thought, has been in use by man since the beginning of grain-cultivation.

"The word 'millet,' one who knows the subject best relates, 'comes from the French 'millet,' taken, in turn, from the Latin 'millet,' i. e., a thousand, in allusion to its fertility.

"The true millet," he states, "is indigenous to the East Indies and North Australia, but is already mentioned by Hippocrates and Theophrastus as cultivated in south-Europe in their time. Some believe it to be one of the earliest grains used in bread-making and ascribe the origin of the name to 'panis,' bread, rather than to its paniculate inflorescence. "It is an annual, requires rich but friable soil;



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

"Price and Quality Right"

DYER & CO.

Reliable HAY Merchants

Write us for delivered prices on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.

FIELD SEEDS

A 10-horsepower oil engine has been installed in the plant of the Hardy Seed & Feed Company at Albion, Ill.

The King Seed Company of North Vernon, Ind., has taken out incorporation papers, with a capital stock of \$10,000, to deal in seeds and grain.

J. J. Marsh has sold his two-story building at Decorah, Iowa, to the Adams Seed Company who will remodel it and equip it with two seed cleaning machines.

The Springfield Jobbers & Manufacturers Association of Springfield, Mo., has shipped a car load of seed corn to West Plains for the needy farmers of the state.

The Crabbs, Reynolds, Taylor Company of Crawfordsville, Ind., are building a three-story addition, 26 feet in length, to their elevator and will install new seed cleaning machinery.

The clover acreage sown in Michigan is reported to be 99 per cent of last year, when it was 98 per cent of two years ago. The acreage plowed up was 7 per cent against 14 per cent a year ago.

The Bluegrass Seed Company, Mount Sterling, Ky., sold its plant to Allie Robertson to satisfy a

levels. As nearly as we can learn the acreage is liberal, and late rains have given the plant a splendid start."

MACHINE FOR AIDING SEED GERMINATION

Prof. H. D. Hughes, head of the Farm Crops Department of the Agricultural College at Ames, Iowa, has perfected a machine that it is said will prove a great help to producers. The machine treats clover and other hard-shelled seeds in such a way that a crop of 100 per cent may be realized instead of about one-half a crop. The clover or other seed is blown against sandpaper which scratches the shell so that it will germinate. Hard seeds have been planted in soil ideal for germination, but still did not grow. By pricking the hard hulls the seeds were made to germinate and grow.

TWO INSECTS INJURIOUS TO CLOVER SEED

The Clover Seed Midge (*Dasyneura legumicola*), the adult of which closely resembles the Hessian fly, appears late in Spring, when clover is beginning to head, and by means of a long, tail-like ovipositor, it pushes its microscopic yellowish egg

Washington Agriculturist Experiment Station at Pullman. Fortunately the pests can be controlled by harvesting the first crop of clover two or three weeks earlier than usual.

A PREMIUM ON SEED

The popular conception of Arizona is gradually undergoing a change. Visions of sage and cactus, salt deserts and barren buttes, are being replaced by travelers' tales of fertile orchards, waving fields of grain, unsurpassed garden truck and a forward-looking spirit of the community which is keeping step with the advanced agriculture and commercialism of the world.

Among the centers of industry in the commonwealth, Phoenix commands a prominent position, and of the firms which typify this deserved reputation the Phoenix Seed & Feed Company is noteworthy. The business of this firm was started in 1900 by Mr. Warton, but later came under the control of the Sturges Brothers, who operated the concern until 1914 when it was purchased by the present owners, Marshall Humphrey and Ben Stanton. Besides a complete line of feeds and seeds the company handles poultry supplies of all kinds. When it is remembered that Arizona wheat averaged more to the acre than any other state in the Union, and other crops stand almost as high, it can be readily understood that the seed from these crops is in great demand. All of the seed grain is handled in sacks right from the field and is piled up by elevators built for that purpose. In the Salt River Valley, in which Phoenix is located, there were produced about 25,000,000 pounds of barley, 15,000,000 pounds of wheat, 6,000,000 of oats,



WAREHOUSE AND RETAIL STORE OF THE PHOENIX SEED AND FEED COMPANY, PHOENIX, ARIZ.

judgment. The building is one of the most complete and one of the largest of its kind in the world.

Landblom & Vincent, wholesale and retail seed dealers at Fargo, N. D., have dissolved partnership. H. L. Landblom purchased the Vincent interest and now conducts the business as the H. L. Landblom Seed Company.

TOLEDO SEED MARKET

In a special report written for the "American Grain Trade," Southworth & Co., of Toledo, say:

"Our advices on the outlook for the timothy seed crop are mostly bullish. Correspondents in the leading timothy sections of Iowa and Missouri say the crop suffered severely from the April drought and that much of the loss cannot be regained. High price for hay will prevent some fields being left for seed. The condition of meadows according to the government report is lower than last year, when a short timothy crop resulted. Some Eastern seed houses think that Germany has been getting a good deal of seed through neutral countries—a condition they expect to continue.

"While the political situation is complicated, it has generally been true that in case of need, seed will put its way to market. Russia largely supplies Germany's needs. This source is no longer open. The United States is the best substitute. The Eastern Summer demand for seed must also be taken into account. The East has to buy from the West, as none of the seaboard states raise timothy seed crops of any size. Pennsylvania produces some seed, but no more than enough for her own requirements.

"Clover seed has been in a rut for some time. Outlook for the new crop is very favorable, but there is a long way to go to harvest and bears do not feel like taking too many chances at these

in among the hairs surrounding the seed capsules of the developing clover heads. The pinkish maggots work their way into the open florets to feed on the seeds. Their feeding prevents the opening of such florets and therefore the heads are irregular, a condition known to the farmers as "slick heads." Towards the end of June, these maggots drop to the ground, where they cocoon and pupate, and several weeks later the adults of the summer brood appear. At the time that the heads of the second crop of clover are forming the adult midges become abundant and repeat the life cycle just given. There may be two or even three generations during the season, the last maggots doing the most harm to the seed.

The Clover Seed Chalcid (*Bruchophagus funclis*).—The adult of this species is a tiny black wasp which measures about one-twelfth of an inch in length and whose wings are practically veinless. These adults appear in early June to deposit their microscopic eggs in the soft seeds of the withering florets. The maggots develop from these eggs and work their way into the center of the seed on which they feed. When fully grown they pupate within the seed, and later appear as adults during August. These place their eggs in the second growth of clover heads and by the time the late crop is to be threshed for seed the insects have emerged. This leaves the seed hollow, so that they are easily blown out in threshing, although the heads in this case may be well filled. As with the Midge, there may be two or three generations during the season.

Both of these insects are widely distributed wherever clover is grown for seed, and both of them at times prove very destructive, affecting from 20 to 80 per cent of the seed crop, states Professor A. L. Melander, entomologist of the

3,000,000 of corn and from six to eight million of milo, Kaffir, and other sorghums. Forty cars of choice alfalfa seed and a large quantity of Melolitus India or yellow blossom sweet clover were also handled, most of it going to the Eastern states.

The Phoenix Seed & Feed Company had its full quota of this large business, and to take care of it the plant was built of generous proportions. The retail store is 25x137½ feet in size, and the warehouse mill, while not as large as some of the feed mills farther east, is equipped in as complete a manner as possible. The warehouses are 100x137½ feet on the ground plan and when filled will store about 70,000 bags of grain. After the harvest each year there is not room in the warehouse to swing the proverbial cat.

Rolled barley is the principal feed product, although the demand of the poultry feeds of the company, is making those products assume an important place in the output.

BETTER SEED ENCOURAGED

In a recent bulletin issued by the Purdue University Agricultural Experiment Station, C. O. Cromer, Associate in Crops, suggests a better method of distribution of high grade seed to Indiana farmers than has previously obtained. As is well known to all growers, the importation of seed from other states and districts does not always promote a satisfactory crop owing to varying climatic and soil conditions.

The best kind of seed for a given locality is that which is highly productive and which requires the entire growing season and no more to mature. For this reason, in a number of states farmers' seed has been improved by means of special breeding plots, selection, grading, etc. Owing to the pre-

valling demand for better seed, the Soils and Crops Department, Agricultural Experiment Station, La Fayette, Ind., which has been very active in encouraging better seed selection, asks that all farmers who have distinct strains of any kinds of seed, pure, clean and germinable, that have done well for them, list the same with the department, together with the quantity and the prices of these seeds. Two-ounce samples should be sent to the department, which will make the necessary purity tests.

DODDER FOUND IN CLOVER SEED

Authorities of the Minnesota Seed Laboratory, University Farm, St. Paul, Minn., have issued a warning to the effect that all persons buying clover seed this year should be on the outlook for dodder. It is declared that several samples of Minnesota grown clover sent to the laboratory to be tested have been found to contain dodder, sometimes as much as four per cent. The state's pure seed law requires that all seed containing dodder shall bear a label announcing the fact. Persons buying clover, therefore, should look for such a label.

BUYING CLOVER SEED

The following suggestions for clover seed buyers were recently made by A. L. Stone of the College of Agriculture, University of Wisconsin:

"Don't buy clover seed that does not bear a label giving the purity and germination tests and information as to the weed seeds in it.

"Don't buy clover seed of poor appearance no matter what the source until a sample has been sent to the experiment station for examination.

"Don't buy the low-priced clover seeds. There is always a reason for the low price. Either the seed is low in vitality or contains foul seeds.

"Don't use clover seed screenings for any purpose. They are almost certain to contain noxious weed seeds which may easily be scattered to cultivated fields.

"Don't wait too long to buy your clover seed this year. The European supply is cut off and the prices are steadily advancing.

"Don't forget that color is an indication of quality in clover seed. A high percentage of dark purple seeds in red clover, very dark green seeds in alsike and orange seeds in white clover seed is an indication of high vitality. Such seed should give excellent stands. A faded color indicates old seed or exposure to weather."

NEW SEED LAW BENEFITS MERCHANTS

The new seed law of Minnesota has offered new opportunities for the seed dealers of that state. W. S. Oswald, head of the State Seed Laboratory, believes the quality of the seeds offered for sale in Minnesota will be greatly improved if the retailers will co-operate in every possible way with the laboratory in making the new law a success.

The labeling of the seed, as required by law, should prove to be a good way for them to advertise, giving them an opportunity to sell seeds of tested quality, bearing labels to that effect. All seed sold in quantities of one pound or more, except garden, flower, and tree seeds, must have the proper label attached. Having the label on the bulk package only is not sufficient. If the seed is bought from the wholesale dealers and sold without opening the bag or package, the original tag of the wholesale dealer is sufficient. If the bags are opened, however, and small lots retailed the dealer must attach his own tag.

The information on the wholesaler's label, if correct, may be copied, or a sample of seed may be sent to the Minnesota State Laboratory, where a test will be made free of charge.

**Grain and
Seeds**

SUDAN GRASS SEED FOR SALE

We have 1,000 lbs. to close out at a special bargain. WEAVER BROTHERS, Lubbock, Texas.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

THE ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

Willet's Seed Catalogue

100 pages—being a Southern Agricultural Encyclopedia, and giving the longest and best descriptions of Southern seed types ever before published. Get one.

N. L. WILLET SEED CO.,

Augusta, Ga.

SHORT TIMOTHY YIELD?

Many advices on timothy indicate a short crop, owing to a poor start. Are present levels too high on this basis? More detailed information on outlook, with price trend of other years, on request. Every facility for executing your investments and hedges in timothy and clover. Inquiries invited.

SOUTHWORTH & COMPANY

TOLEDO, OHIO

BUYERS and SELLERS

Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.

Milwaukee, Wis.



HARDY SHRUBS, ROSES and VINES

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To Meet Demands Of

PURE SEED LAWS

Chicago

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FIRES-CASUALTIES

The Federal Elevator at Wing, N. D., was burned not long ago.

The Home elevator at Superb, Sask., was destroyed by fire recently.

The Spaulding elevator at Whitman, N. D., was burned to the ground not long ago.

Fire damaged the grain warehouse of C. H. Peters & Son at St. John, N. B., to the extent of \$20,000.

Fire completely destroyed the grain and potato house owned by R. Konopatzke at Big Falls, Wis.

A fire which swept through the business district of Rubicon, Wis., recently consumed the Rubicon Elevator.

A \$10,000 elevator fire threatened Elkhorn, Neb., when the structure owned by Seefus & Deerson was destroyed.

The Equity Elevator at Pingree, N. D., was burned April 29. The building was a total loss, together with 2,000 bushels of grain.

The elevator of Milner & Grube at Plymouth, Ind., was destroyed by fire of unknown origin and a loss of \$15,000 was sustained.

The elevator of the Farmers' Co-operative Company at Auburn, Wash., was burned entailing a loss of \$8,000 on grain, feed and hay.

A slight damage was suffered from fire in the government elevator at Swan Lake, Man., operated as the Manitoba Elevator Company.

The warehouse situated at Waynesboro, Pa., and owned by Frank Miller & Son was moved several feet off of its foundation during a cyclone.

Fire, originating from an overheated stove, caused a damage of \$5,000 when it burned the elevator at Onaway, Mich., owned and operated by C. M. Bullock.

The warehouse of W. L. Edmondson, at Houston, Texas, was consumed by fire, together with 200,000 bales of hay awaiting shipment to European countries.

A severe windstorm blew the roof off of the Graham Mill & Elevator Company's elevator at Graham, Texas, damaging the machinery and the stock of flour.

Considerable damage was done to the elevator of the Syracuse Mill & Elevator Company's plant at Syracuse, Kan., by fire during the latter part of April.

The feed and flour warehouse of Jacob Buckley located at Jeannette, Pa., was damaged to the extent of \$3,000 recently by fire, of supposedly incendiary origin.

The Alberta Farmers' Co-operative Elevator at Sedgewick, Alta., was burned recently. The elevator contained 15,000 bushels of grain at the time of the fire and this also was lost.

A. S. Arnold's elevator at Ipswich Siding, near Shola Lake, Man., was burned last week together with 5,000 bushels of grain. Both the building and the grain were partially insured.

The entire property and feed store of Luther Swain at Swaintown, N. J., was destroyed by fire, which started in the feed store from a gasoline engine. The loss is estimated to be about \$25,000.

On April 28 a fire occurred in the boiler room of the elevator of J. B. Wailes & Sons, hay, feed and coal dealers at Arlington, Md., and destroyed the boiler room, stable and storage house, causing a loss of \$10,000.

The warehouse of the Stamford Mill & Elevator Company of Stamford, Texas, was totally destroyed by fire on April 16, with a loss of about \$2,500. The blaze, which was of unknown origin, also destroyed a considerable amount of threshed maize.

Lightning demolished a large stone mill and its storage elevator at Greenspring, Va., which contained about 100 bushels of wheat and a large quantity of corn, feed and flour, causing a loss of \$4,000. The mill was owned and operated by J. M. Lamp.

Fire, of unknown origin, totally destroyed the grain elevator at Blairtown, Iowa, owned and operated by the Blairtown Grain Company. The loss is estimated at \$5,000, partially covered by \$3,000 insurance. A new 25,000-bushel, modern elevator will be erected.

Damage amounting to \$13,000 was suffered when fire completely destroyed the Farmers' Elevator at Tolley, N. D. The blaze burned the company's buildings adjacent to the elevator, including the coal sheds, warehouses and engine room and a large amount of grain. The origin of the fire is not known, but it is thought to have started from a

bonfire set by section men. The elevator is to be rebuilt.

A fire was discovered in the charcoal pit of the warehouse at Harrisburg, Pa., owned by the Pennsylvania Feed Company but leased to Jacob Strickler and George W. Broderick. The total loss is estimated to be about \$30,000, partially covered by the \$15,000 insurance.

The Dimondale Grain Elevator, owned by Crane & Crane of Eaton Rapids, and located at Dimondale, Mich., was burned to the ground April 21, when sparks from a passing train settled on the building. The building contained 3,000 bushels of oats and beans and they are a total loss.

D. E. Hart, manager of the Updike Grain Company at Audubon, Iowa, was very badly injured when he was caught in the gearing of an engine that he was oiling and hurled about the elevator. His clothing was torn off and his leg badly lacerated, but no bones were broken.

Fire occurring on May 3 completely destroyed the National Elevator, owned by the National Elevator Company, Winnipeg, located at Port Arthur, Ont. The elevator had a capacity of 65,000 bushels and was valued at \$50,000, while the grain was worth \$50,000. Both were fully insured.

The foundation of the State Warehouse No. 580, controlled by the Ritzville Flouring Mills, Ritzville, Wash., settled, causing the piled grain to burst the sides of the building, and a great deal of damage was done because of the bursting sacks spilling the wheat. The warehouse contained about 30,000 bushels of wheat.

Two fires occurred at Elevator E, which is leased by Fagg & Taylor, at Milwaukee, Wis., on April 28. The first fire started in the engine room and caused damages of between \$20,000 and \$30,000. The second fire is thought to have been started from a spark of the first one and caused only a small loss. For a time it seemed as though the fire would reach the elevator proper where 1,000,000 bushels of grain were stored, but the constant stream of water which was played on the elevator prevented this. The basement was flooded with water and this will add to the damage suffered.

The elevator at Cleveland, Minn., was completely destroyed when it was struck by lightning May 5, 1915. The bolt struck the cupola early in the evening and the fire was not discovered until about 9 o'clock. A fire was then discovered in the bottom of the pit, which was flooded with water, and the fire put out. Again at 3:30 o'clock a fire was discovered, but it had then gained such headway that it was impossible to extinguish it. About 3,000 bushels of wheat and \$1,000 worth of flour were burned, in addition to the elevator. The elevator cost \$4,000 for construction alone, but the actual loss has not as yet been determined.

The Huhn Elevator located at Hiawatha Avenue and 39th Street, Minneapolis, Minn., was totally destroyed by fire on April 16. The blaze, which started in the boiler room, most likely from sparks from a fire-box, caused a damage of \$400,000 and the injury of three men. The elevator contained 250,000 bushels of wheat at the time of the fire and this was entirely destroyed. The concrete wheat containers saved 100,000 bushels of wheat from the blaze and a switch engine removed 50,000 bushels to safety. One thousand bushels of flax, which were standing on the near-by railroad track, were burned. The company carried an insurance of \$73,000 on the building and \$236,000 on the grain. The Brooks Elevator Company will handle the burned grain.

REPORT OF RAILROAD COMMISSIONERS OF IOWA

The Board of Railroad Commissioners of Iowa have published the thirty-sixth annual report of their activities during 1913 in a volume of 804 pages. The report shows the work during 1913 concerning state matters has been very similar to former years.

The report shows the net earnings of Iowa roads for 1913 to be the largest in the history of the state with the exception of 1907, when it was approximately the same. There has been a small increase in mileage and an average increase of 5 cents in the daily compensation of employees over 1912. The accidents to persons in Iowa including passenger employees and others total 271 killed and 3,757 injured, compared with 211 killed and 3,232 injured in 1912.

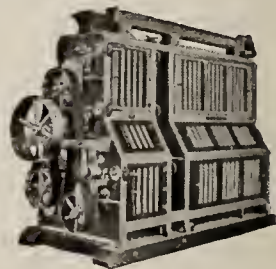
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GOVERNMENT CROP REPORT

The Crop Reporting Board of the Bureau of Crop Estimates, U. S. Department of Agriculture, issued on May 1, the following estimate compiled from reports of its correspondents and agents:

On May 1 the area of Winter wheat to be harvested was about 40,169,000 acres, or 2.7 per cent (1,094,000 acres) less than the area planted last autumn, but 11.6 per cent (4,161,000 acres) more than the area harvested last year, viz. 36,008,000 acres.

The average condition of Winter wheat on May 1 was 92.9, compared with 88.8 on April 1, 95.9 on May 1, 1914, and 87.4, the average for the past ten years on May 1.

A condition of 92.9 per cent on May 1 is indicative of a yield per acre of approximately 17.3 bushels, assuming average variations to prevail thereafter. On the estimated area to be harvested, 17.3 bushels per acre would produce 693,000,000 bushels, or 1.2 per cent more than in 1914, 32.3 per cent more than in 1913, and 73.2 per cent more than in 1912. The out-turn of the crop will probably be above or below the figures given above according as the change in conditions from May 1 to harvest is above or below the average change.

Details for Winter wheat states follow:

States.	Acreage.	Condition		Forecast 1915 from May 1 condition.	Final estimate 1914.
		1915.	1914.		
N. Y.	377,000	93	95	7,900,000	8,100,000
N. J.	78,000	81	93	1,200,000	1,422,000
Penn.	1,299,000	80	94	19,700,000	23,747,000
Del.	125,000	84	94	1,900,000	2,337,000
Md.	638,000	83	94	9,200,000	13,158,000
Va.	1,225,000	86	95	14,200,000	11,296,000
W. Va.	260,000	90	95	3,300,000	3,540,000
N. C.	1,053,000	89	92	11,000,000	7,332,000
S. C.	238,000	82	88	2,500,000	920,000
Ga.	298,000	83	90	3,200,000	1,694,000
Ohio	2,063,000	92	96	36,800,000	36,538,000
Ind.	2,764,000	93	98	47,600,000	43,239,000
Ill.	2,875,000	92	97	50,500,000	46,250,000
Mich.	953,000	92	92	17,400,000	17,316,000
Wis.	86,000	91	89	1,700,000	1,828,000
Minn.	57,000	93	89	1,200,000	975,000
Iowa	531,000	97	95	12,600,000	11,016,000
Mo.	2,773,000	92	99	45,400,000	43,333,000
S. D.	92,000	100	88	1,500,000	966,000
Neb.	3,601,000	99	94	74,900,000	64,172,000
Kans.	8,472,000	93	96	141,800,000	176,300,000
Ky.	821,000	78	98	9,200,000	12,540,000
Tenn.	833,000	85	97	9,200,000	11,160,000
Ala.	92,000	81	92	1,000,000	403,000
Miss.	2,000	84	90	24,000	13,000
Tex.	1,360,000	96	90	20,900,000	14,066,000
Okla.	3,077,000	98	96	46,100,000	47,975,000
Ark.	180,000	97	97	2,300,000	1,625,000
Mont.	649,000	94	96	16,800,000	11,063,000
Wyo.	53,009	97	96	1,400,000	1,080,000
Colo.	268,000	97	95	6,500,000	6,250,000
N. M.	54,000	99	93	1,300,000	1,125,000
Ariz.	40,000	99	94	1,300,000	868,000
Utah	245,000	95	99	5,800,000	5,575,000
Nev.	22,000	95	97	500,000	522,000
Ida.	378,000	96	99	10,500,000	9,322,000
Wash.	1,127,000	98	98	30,900,000	25,440,000
Ore.	669,009	95	102	15,300,000	13,684,000
Cal.	440,000	92	95	8,300,000	6,800,000
U. S.	40,169,000	92.9	94.9	693,000,000	684,990,000

The average condition of rye on May 1 was 89.8, compared with 89.5 on April 1, 93.4 on May 1, 1914, and 90.6, the average for the past ten years, on May 1.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

WANTED

Ohio or Indiana elevator with good grain and retail business. Give full particulars in first letter. LOCK BOX 114, Hamler, Ohio.

FOR SALE

A 25,000-bushel elevator in good running order, also grain house, 30x60, in good repair. Will be sold cheap if sold soon. MUNSON & CO., Macomb, Ill.

FOR SALE

We have nine elevators for sale at good North Dakota and Minnesota points. For particulars address MINNESOTA & WESTERN GRAIN CO., 1054 Chamber of Commerce, Minneapolis, Minn.

ELEVATORS AND MILLS

FOR SALE

An 80,000 bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

FOR SALE OR RENT

A 100 barrel flour mill in southern Minnesota at one-fourth price. Easy terms. BOX 185, Independence, Iowa.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE OR EXCHANGE

Three Ohio elevators for sale or will exchange for improved farms or lands. These elevators are all in first class condition and doing a good business. Capacities, 35,000, 30,000, and 15,000 bushels. Owners are going to retire. McMORRAN BROS., St. Paris, Ohio.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

MACHINERY

FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

FOR SALE CHEAP

Dickey & Pease Separator in good condition. Want to close it out. For particulars address JOHNSON & FIELD MFG. CO., Racine, Wis.

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- 12 h.p. Fairbanks-Morse.
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FOR SALE CHEAP

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Miscellaneous
Notices

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

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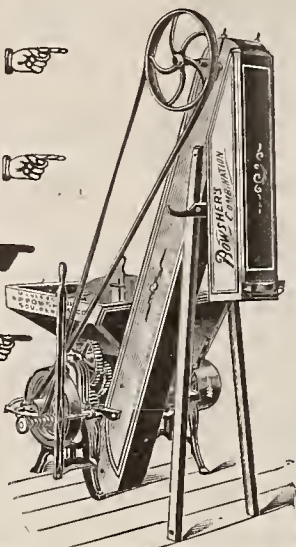
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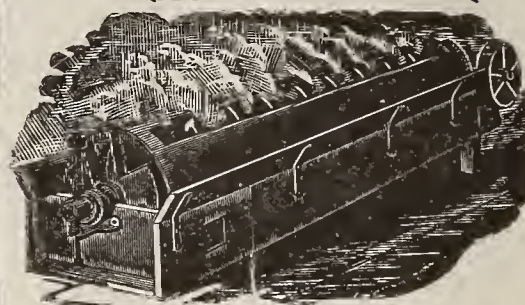
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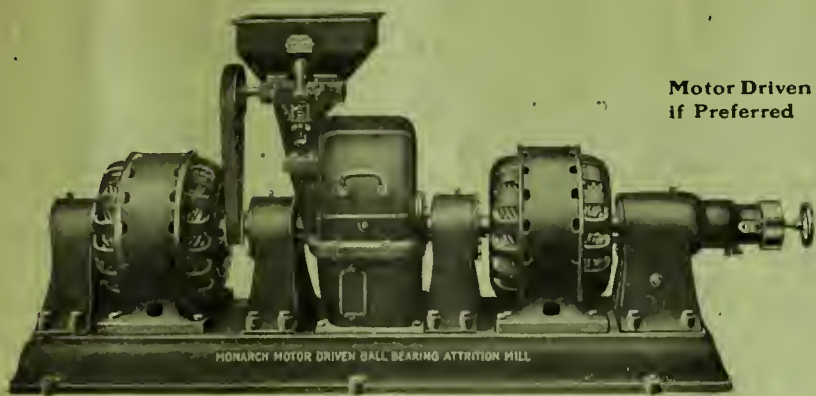
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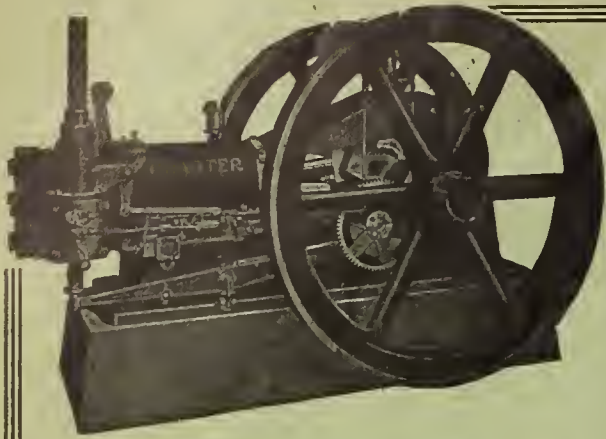
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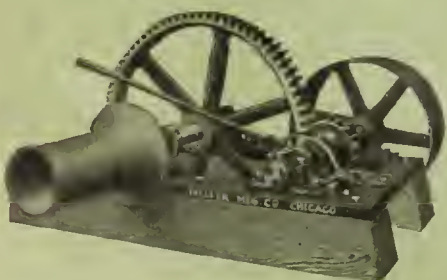
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